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Grower News

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Editor John Esser

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Garden Center Symposium 2016

The 2016 Garden Center Symposium, scheduled for Wednesday and Thursday, January 20-21, 2016, promises to provide plenty of ideas ready to help IGC's increase their income stream. This annual event, now in its 52nd year is held at the Country Springs Hotel and Conference Center on Golf Road in Waukesha, WI.

The 2016 program topics will provide practical marketing and workshop ideas, as well as new and hardy annual and perennial suggestions. Additionally, the group will be treated to an up-close look at the evolution of Minneapolis' Tangletown Gardens from an empty corner gas station to an award winning garden center and locally sourced restaurant. Dean Engelmann, one of Tangletown's founders, in providing a narrative of their adventures will have lots of ideas that you can use locally.

The 2015 speaker line-up:

Tina Bemis – Ideas for designing workshops and telling the story of your garden center through events and promotions
Mark Dwyer – New and exciting plants and displays that provide more than just beauty
Dean Engelmann – The story of Tangletown Gardens and ideas you can use to showcase your garden center
Leslie Halleck – Suggestions for defining your identity as well as information on the latest trends; what consumers are looking for and how your garden center can meet those demands
Dan Heider – Best practices for working with your customers and pesticides
Leonard Perry – Perennials and the Landscape; factors affecting perennial hardiness and using this information to benefit your customers

The 2016 Garden Center Symposium is approved for Landscape Industry

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Certified recertification at 1 CEU per hour of instruction attended.

As in the past, the event will be well supported by its trade show participants. Registration fees include breaks, noon meals, a light evening buffet on Wednesday and round-table discussions with the speakers.

Registration opens on-line on November 1 and program details can be found at www.gardencentersymposium.com.

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I Say

As for me, I'm just hoping God grades on a curve.

Adding Value to Poinsettias

Chris Williams and the K W Greenery staff welcomed CFGW members to the November 10, 2015 CFGW membership meeting. K W Greenery is named after Chris' parents Katherine and William Williams who started the business in 1972. K W has 10 acres of land and about 70,000 square feet of greenhouse. They have 25 full time employees which increases to more than 65 during the spring season.

Chris' presentation demonstrated his skill "painting" Poinsettias using spray bottles and sponge brushes, glitter and shimmer accents. I've seen many Poinsettia artists during my 45 years in the industry but Chris is among the most creative.

Why "paint" Poinsettias? Chris said they sell about 200 "painted" Poinsettias each year and the prices are much higher than unpainted plants. Sounds to me like a great way to increase the value of your Poinsettias as well as drawing more customers to your business.

Another educational, profit making CFGW Membership meeting. Plan to attend the next CFGW membership meeting and learn!



Chris Williams, K&W Greenery, discusses "Painting" Poinsettias with glitter at CFGW's November Membership meeting.

Editor

John Thorsen's Picks for 2016

I'd like to thank the Commercial Flower Growers of Wisconsin for allowing me to present a few new items for 2016 that caught my attention at various trials this summer.

New Proven Winners



Petunia Supertunia Honey: If you didn't see in Madison, here it is. It's really unique in that it has a multitude of colors not unlike the old Terra Cotta Calibrachoa but the colors are much brighter. Temperature and feed levels seem to enhance the colors. Very Unique.



Calibrachoa Superbells Evening Star: A new color and bloom pattern for the Superbells line. Early bloomer, unique color with yellow star in center. Great for baskets and combos.



Gerbera Hello Series: A new genus for the Proven Winners line, these are long blooming tough landscape and container plants. Large, vigorous and tough. From TC, a premium crop for garden centers.

Suntory



Petunia Summer Double Salmon: If you can see the photo, it says it all. This is a great addition to the top performing self-cleaning Double Petunia. It looks like this series can restore the popularity of Double Petunias with its performance.



Catharanthus Soiree Series: Exclusive With Euro American. A vegetative Vinca with three sub series. It has great container and garden performance and is very heat tolerant. Speaking of Euro American, here is another from them. Phlox Candied Apple.



Phlox Candied Apple: from Danziger, it has been picked up by Euro Americanfor2016. Strong plant, intense red color.



Also from Danziger, *Petunia Cascadias Pataya*: A stable good performing rim type of Petunia. Held up all summer. I haven't forgotten seed items: Allysum North Face: A seed Lobularia with performance like a vege, can take the heat.

Begonia Non Stop Joy Yellow

Celosia Dragons Breath

New Easy Wave Colors

Petunia Trailing Opera Supreme: Opera's have been one of the best performers at trials all around the country. All colors, blue and red outstanding.

There are many other new items worth growing for next season. I could

probably take up the entire space of the newsletter.

John Thorsen
McHutchison

Pat's 2016 Hot Picks

Besides attending 2015 Pack Trials, I've been to Raker's field trials, OSU field trials, and U. of W. field trials. This is set up by breeder.

BENARY: Begonia 'Nonstop Joy Yellow'---first of a new series of Nonstops, with a little more vigor, earlier to flower than nonstops, and a very vibrant yellow.

Begonia 'San Francisco'--their new boliviensis type to sister with 'Santa Cruz'. Salmon color, but not sure different enough from 'Santa Cruz' to matter that much.

COHEN: Petunia 'Happy Classic Marble Yellow'--probably most yellow petunia I've seen to date, unfortunately few rooting stations have jumped on the Happy Petunia series bandwagon.

DANZINGER: Coreopsis 'Solanna Glow'--spring flowering, large flowers that are held above the foliage and zone 5 hardy.

Lobularia 'Stream Raspberry'--new addition to this popular series and a unique new color to lobularia.

Scabiosa 'Gelato Blueberry'--looking for something big (3'), this is it with large flowers of unusual color.

DUMMEN: Calibrachoa 'Aloha Grape Cart Wheel' and 'Aloha Red Cart Wheel'--new colors for those that like this flower pattern.

Petunia 'Moonlight Bay'--has been added to the Sweetunia series so although not new, may actually be available for a change.

Verbena 'Wicked Rad Red'--new twist to the twister type pattern that has become so popular, good red.

FLORANOVA: **Begonia 'Bossa Nova Pink Glow' and 'Pure White'**--nice additions to the boliviensis world and the Bossa Nova's. The Pure White does not blush.

HORT COUTURE: **Asclepias 'Monarch Promise'**--interesting variegation. Be careful as expensive and will take at least 2, maybe 3 to make a gallon.

Coleus 'Under The Sea Fishnet' and 'Copper Coral'--nice additions to this unusual coleus collection.

KIENTZLER: **Bidens 'Popstar'**--very large flowered, compact plant that looks perfect to make a basket and/or a 4" pot.

PAN AM: **Begonia 'Baby Wing Red' and 'Bicolor'**---red really helps make this a series and with the nice bicolor there's now also a mix.

Begonia 'Greenleaf Big Rose'-- good color addition the very popular Big series.

Dianthus 'Jolt Cherry' and 'Pink'-- Pink is an ASS Winner and will get a lot of publicity.

Petunia 'Easy Wave Pink Passion' and 'Yellow'--Pink Passion has an excellent mounding/spreading habit and is a bright color with large flowers. Easy Wave Yellow is a better yellow and stronger plant than the new 'Shock Wave Yellow'.

PROVEN WINNERS: **Bidens 'Campfire Fireburst'**--new bicolored flowers, more mounding than Suntory's Beedance. All are very vigorous.

Calibrachoa 'Holy Moly'--really neat new pattern. Doesn't seem to be real vigorous but will still make a nice basket.

Lantana 'Luscious Pinkberry Blend'-- nice hot pink color.

Nemesia 'Sunsatia Blood Orange'-- great color that really draws your eye. Has been in heavy flower all summer, although really hasn't been hot enough to brag about.

Petunia 'Supertunia Picasso in

Burgundy'---fairly compact, and deep color really shows off the green edge. The 'Supertunia Picasso in Blue' has a more loose/scraggly habit and the color doesn't show as well.

SAKATA: **Celosia 'Dragons Breath'**-- really nice feathered flower that's going to get a lot of press. Need to be careful as there doesn't seem to be good cultural info on how to get into flower, and seems to require some type of day length manipulation.

Petunia 'Colorworks Homare' and 'Violet Star'--While Homare is getting the press, from what I've seen in trials Violet Star has the stronger pattern and color.

Sunpatiens 'Compact Coral Pink' and 'Neon Pink', 'Spreading Clear Orange', 'Lavender' and 'Tropical Orange'--all are good additions to Sunpatiens with the Vigorous series going away. I really like the Tropical Orange with its variegated foliage.

SELECTA: **Petunia 'Night Sky'**--- totally unique pattern, blue with white specks. We were told this was a 2017 intro, but evidentially there were enough cuttings to make a soft early intro. Be careful--no PGR's or pattern will disappear as well as temperature can affect this.

SUNTORY: **Bidens 'Beedance Painted Red' and 'Red Stripe'**--flatter grower than PW Campfire but still very vigorous. I was concerned if Red Stripe would hold its pattern. So far it has, but again, haven't had that extreme heat. Catharanthus (Vinca) 'Sorree Ka-wai-I' 'Sorree Crown' and 'Sorree Double White'--personally don't get it, but as Suntory usually does, will get plenty of press and have seen interest from others in my organization.

SYNGENTA: **Gerbera 'Bengal' series**--large flowers, 6 colors, big sister to the Jaguar series, on vigorous plant for 6" pots or larger.

Pelargonium 'Calliope Crimson

Flame'--really nice new color, fluorescent pink, red bicolor. Not as vigorous as '**Calliope Dk Red**' so should work in all sizes including 4".

TAKII: **Petunia 'Trilogy Red'**--very good red. Not really a wave type as many are saying. Just a nice petunia with decent mounding habit. With the good red their Spirit of '76 mix is very nice and the colors are well matched.

WESTHOFF: **Celosia 'Kelos Fire' series**--nice flower forms and 100% day length neutral.

Petunia 'Crazytunias'---'**Lucky Lilac**'--my favorite. '**Pink Frills**'--probably the first pink anything I've ever called a favorite and recommended. '**Blueberry Cheesecake**'. '**Swiss Dancer**'--more uniform then and can replace 'Cherry Cheesecake'.

Petunia 'Hells Fruit Punch'--really bright orange.

THUETT'S FLOWER BARN: **A product line of succulents** that is very hot especially with succulents currently being so popular. Specialty items like purses, shoes, picture frames, animals, terrariums (hanging and bowls), etc. Also specialty items for Christmas and Easter.

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Thanks

Thank you to Eason's Pat Pesch and Mchutchison's John Thorsen for these recommendations and to Gloeckner's Matt Miller and Michells' John Steinlage for their variety recommendations published in the and the September Grower News!

Editor

I Say

Light travels faster than sound. This is why some people appear bright until you hear them speak.

Meet Your New Board Member

Hello, My name is Jason Wenninger and I have been working for BFG for 7 years this March. I started working in the warehouse pulling orders/transfers then after a year they moved me to inside sales.

From there I was paired with 2 outside sales reps(Dave Slater and Peter Miller) for training just in case someone would resign or retire. I have been a sales rep for the last, coming up to 5 years and my territory is I-94 north for WI, the UP and the Eau Claire area.

Before BFG I worked for a greenhouse in Ixonia WI called Ebert's Greenhouse Village for about 12 years. 7 of those years I was a grower, helping Ron Ebert spray fungicides, insecticides, and Growth regulators. It was also my job to scout for pest/diseases, also taking tissue/soil samples for over 30 different plants species throughout Ebert's and sending them to UW Madison for pH, EC macro and micro nutrient levels.

My roll with Ebert's was more behind the scenes, always curious with why the plants were acting a certain way and later coming up with strategies to help produce a quality product that Ebert's was always known for. Ron Ebert was a great mentor/teacher also a good friend. I will always link my love of plants and my on-going journey for knowledge to his tutelage.

Jason Wenninger
BFG supply Company

Editor's note: Long time and valued board member Dave Slater, BFG is retiring from the CFGW board at the end

of 2015. BFG's Jason Wenninger has agreed to join the board to replace Dave. Dave tells me he is not ready to retire from BFG, he just wants more family time.

Dave, the CFGW board thanks you for your years of service and help finding interesting and educational speakers and meeting sites at member greenhouses!

Addressing Controversy

CFGW's 2015 Fall Greenhouse Conference

Are you still using Neonicotinoide pesticides in your greenhouse operation despite condemnation by many gardening magazines, newspaper articles and environmental groups? Many say Neonics are a killer of bees and the cause of Colony Collapse Disorder which has decimated many bee colonies in the U.S.

Do you have customers asking if you use this class of pesticide? Have you lost customers because you are spraying with Neonics or are you one of the businesses who have stopped using Neonicotinoides because your customers, either retail or wholesale, want Neonic free plants? Kansas State University's Dr. Raymond (Ray) Cloyd addressed this volatile issue at the Commercial Flower Growers of Wisconsin 32th annual Fall Greenhouse Conference held October 7, 2015 in Denmark, Wisconsin.

In short Ray acknowledged that Neonics are a pesticide and will kill bees but if used according to the label they are safe and are less toxic than most of the alternative pesticides that would be used for insect control.

In a second presentation Dr. Cloyd discussed alternative methods of insect and mite control in the greenhouse. There are many options available including predatory insects, mites and biological pesticide sprays.



Jim Frisch, Charles Schroeder and Barry Kailhoffer inspecting Floral Plant Grower's Poinsettia crop during the CFGW Fall Greenhouse Conference

The October, 2015 conference saw the introduction of an innovative change to the conference format with four industry sales people being asked to invite an industry expert to give a 25 minute presentation on a topic of their choice. Griffin's Gary Lee invited Tami Van Gaal from GGS Pro Technical Services, Ball's Greg Bogart invited Bill Calkins from Ball Horticultural, Gloeckner's Matt Miller invited Joe Slater from Plant Marvel and John Steinlage invited Randy Uhl from Green Fuse Botanicals.

As the scheduler of the Fall Conference program, I found the change to four 25 minute presentations an interesting and exciting program change. While it allowed for four informative presentations in place of two in the day's schedule I questioned if the speakers could reduce a 50 minute presentation to half that time. They did although I sympathize with Joe Slater who had the most technical subject, Advanced Greenhouse Fertilization, which needs more than 50 minutes to cover well. He did it in 25 minutes. Tami Van Gaal briefly discussed GGS Pro's disease and insect diagnostic services as well as Pollinator Stewardship. Both Ball's Bill Calkins and Green Fuse Botanical's Randy Uhl presented their recommendations for new varieties for the Spring, 2016 bedding plant season.

CFGW's 2015 Field Trials Revisited



Kansas State's Dr. Ray Cloyd discussing the use of Neonicotinoid insecticides



A last look, West Madison Assistant Director Janet Hedtcke checking CFGW's Coleus trials, September, 2015.

Plans are underway for the 33rd Fall Greenhouse Conference. After suggestions from several CFGW members to delay the conference until later in October your board has voted to schedule the **2016 Fall Greenhouse Conference for Wednesday October 19, 2016**. Reserve this date and plan to attend another educational program!

The program evaluation forms returned after this year's conference indicate attendee's were most interested in disease control so the board has invited Cornell University's respected Plant Pathologist Margery Daughtrey. While final topic selections will be made later one possibility will be the control of Downy and Powdery Mildew in and out of the greenhouse.

Editor

Program for 2016

February ? @ BFG

March ? site & topic to be determined

April ? site & topic to be determined

June ? Spring review site to be determined

August 4 UW West Madison Ag. Research Station

September, 2016 site & topic to be determined

October 19, 2016 Fall Greenhouse Conference

November, 2016 site and topic to be determined.

The 2016 trials will consist of the best new variety releases from plant suppliers in the U.S. so mark August 4th on your calendar. Attend the 2016 trials.