

Digger

OCTOBER 2022

After the fire

Seedling growers fill a need
for forest recovery

PAGE 18

Flourishing in the heat

PAGE 15

Trendy trees

PAGE 23

PUBLISHED BY



OREGON
ASSOCIATION OF
NURSERIES

STEVE'S Plan

Individual thinkers deserve individual business insurance.

Your business is as individual as you are, so don't settle for a one-size fits all business insurance plan. You deserve a plan custom designed to address your specific needs.

American National agents have proven experience and success protecting green industry professionals by providing personalized plans. With a coordinated array of insurance coverage for business and family, we can service all your insurance needs.

Visit www.an.insure/digger to contact an agent near you.

PROUD MEMBER OF



OREGON
ASSOCIATION OF
NURSERIES



Products and services may not be available in all states. Terms, conditions and eligibility requirements will apply. Life insurance and annuity products may be underwritten by American National Insurance Company, Galveston, Texas. Property and casualty products and services may be underwritten by American National Property And Casualty Company or American National General Insurance Company, both of Springfield, Missouri.

19-069.304407.V1.8.19

From branded container programs to growing containers up to 65 gallons to propagation sheets and trays.







**HC offers
automation
compatible
containers!**

HC is your full-service nursery container vendor



**Leader in
Horticultural
Containers**

800-225-7712 |    

Sign up for our monthly e-newsletter!
hc-companies.com/newsletter

For more information contact
Tom Brewer, District Sales Manager
503-686-8448
TBrewer@hc-companies.com

October 2022 Vol. 66 No. 10

Digger



23 Trendy shade trees, part two

Growers bring new options to market and help drive a new environmental ethic.

15 Container bloomers that take the heat

Gardeners look for options that will flourish in hot weather and full sun.

18 Poking through scorched earth

Seedling growers cope with disaster impacts, market pressures and labor and supply issues.

33 The fight against flatheaded borers

Researchers work towards better management methods for this tree, fruit and nut pest.

COLUMNS

7 President's Message

15 What I'm Hearing

38 Director's Desk

DEPARTMENTS

8 Calendar

10 Northwest News

30 Classifieds

32 Subscription Info

33 Growing Knowledge

37 Digger Marketplace



Printed in Oregon on domestic recycled paper when available.

On the cover: Numerous wildfires swept through Oregon in the fall of 2020, causing unprecedented damage to forests and driving a need for reforestation, which seedling growers are still working furiously to meet. PHOTO COURTESY OF PRT USA **On this page: Left:** *Acer palmatum* 'Inaba shindare' is among the shade tree selections that remain trendy in 2022. PHOTO COURTESY OF HERITAGE SEEDLINGS AND LINERS **On this page: Right:** Weather conditions have driven demand for blooming plants that hold up to the heat, such as this red canna. PHOTO BY RICH BAER



Irrigation Solutions for the Green Industry

R2000WF
Rotator®

S10
Spinner

Big Gun® Traveling Sprinkler
with New! (Retrofittable) Arc Timer

TWG®
Mobile
App

Producing high-quality, nursery plants requires consistent uniformity and reliability from your irrigation system. Whether you're growing in a greenhouse, can yard or in the field look to Nelson for a full line of solutions. Choose from Rotator®, Spinner or Spray technology combined with pressure regulators and control systems. If you're irrigating with a hard hose traveler, consider the new arc timer for the Big Gun Sprinkler®.



Use 1000 Series Valves for zone control and remotely control and monitor your irrigation system from anywhere with our new TWIG® Wireless Controls mobile app and next generation TWIG® components.

Designed & Built in Walla Walla, Washington, U.S.A. — nelsonirrigation.com — Tel: + 1.509.525.7660



A WINEMAKER NEEDS PATIENCE, VISION AND LOTS OF ENERGY. IT'S VITAL THAT ENERGY BE USED EFFICIENTLY.

Making wine is a tricky business. Each vintage brings its own challenges; there are no one-size-fits-all solutions. It's similar to how Energy Trust approached an energy efficiency plan for our winery. It was tailored to us and how we work. Now we run better. You can, too. Find out how at EnergyTrust.org/for-business.

ENERGY TRUST for BUSINESS
Run Better



Serving customers of Portland General Electric, Pacific Power, NW Natural, Cascade Natural Gas and Avista.

Leonard Adams Insurance

Protecting you,
your business
and your
employees



Employee Benefits

- Medical
- Vision
- Dental
- Life & Disability

Personal

- Auto
- Home
- Life

Agribusiness Coverage

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



Exclusive OAN member program for
medical and dental



To receive information and a free quote, contact:

Randy Skinner or Kristi Charlton

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

www.lacoinsurance.com



29751 S.W. Town Center Loop West
Wilsonville, OR 97070

PH 503-682-5089 PORTLAND
PH 888-283-7219 NATIONWIDE
FAX 503-682-5099 MAIN OFFICE
FAX 503-682-5727 PUBLICATIONS
info@oan.org EMAIL
www.oan.org WEB
www.diggermagazine.com NEWS BLOG

STAFF

Jeff Stone jstone@oan.org
EXECUTIVE DIRECTOR 503-582-2003

Heather Cyrus hcyrus@oan.org
EVENT & EDUCATION 503-582-2004
MANAGER

Beth Farmer bfarmer@oan.org
COMMUNICATIONS & 503-582-2013
WEB DESIGN MANAGER

Curt Kipp ckipp@oan.org
DIRECTOR OF COMMUNICATIONS 503-582-2008
& PUBLICATIONS

Tana Klum tklum@oan.org
OFFICE COORDINATOR 503-582-2012

Allan Niemi aniem@oan.org
DIRECTOR OF EVENTS 503-582-2005

Stephanie Weihrach sweihrach@oan.org
DIRECTOR OF FINANCE 503-582-2001
& ADMINISTRATION

DIGGER

Curt Kipp ckipp@oan.org
EDITOR & 503-582-2008
DISPLAY ADVERTISING

Beth Farmer bfarmer@oan.org
E-DIGGER PRODUCER 503-582-2013

Trevin Swick trevin.pdx@gmail.com
CONTRACT PRODUCTION

Dr. Jay Pscheidt jay.pscheidt@oregonstate.edu
GROWING KNOWLEDGE 503-582-2001
SERIES COORDINATOR

Jon Bell, Mike Darcy, CONTRIBUTING WRITERS
Erica Browne Grivas,
Tracy Ilene Miller, Mitch Lies,
Emily Lindblom, Kym Pokorny,
Debbie Teashon

Copyright © 2022 by the Oregon Association of Nurseries (OAN).
Digger magazine is an official publication and a member service of the
Oregon Association of Nurseries, 29751 S.W. Town Center Loop W.,
Wilsonville, OR 97070.

REPRINTS AND SUBMISSIONS Digger allows reprinting of material
with written permission; requests should be directed to the editor. We
are not responsible for unsolicited freelance manuscripts and photo-
graphs. Contact the editor for contribution information.

SUBSCRIPTION AND CHANGE OF ADDRESS Circulation is con-
trolled. Domestic subscriptions are complimentary to qualified U.S.
nursery industry members. Non-qualified U.S. subscriptions are \$42.
Qualified foreign subscriptions are \$35 to Canada; \$45 to Mexico; and
\$80 for all other countries. Single copy rate is \$6 while supplies last.
Notify OAN Publications of change of address. Please allow 3-4 weeks
for address change.

Postmaster: Change of address correction requested to above address.

ADVERTISING Contact OAN Publications at ads@oan.org for display
and classified advertising rates. Deadlines are the 1st of the month
preceding the month of publication.

2021-2022 EXECUTIVE COMMITTEE

Josh Robinson PRESIDENT	Robinson Nursery Inc. P.O. Box 100 Amity, OR 97101 josh@robinsonnursery.com 877-855-8733 FAX 503-835-3004
Todd Nelson PRESIDENT-ELECT	Bountiful Farms Nursery Inc. 17280 Boones Ferry Rd. N.E. Woodburn, OR 97071 info@bountifulfarms.com 503-981-7494
Amanda Staehely VICE PRESIDENT	Columbia Nursery 29490 S. Jackson Road Canby, OR 97013 amandastaehely@gmail.com 503-810-2598
Kyle Fessler PAST-PRESIDENT	Woodburn Nursery & Azaleas Inc. 13009 McKee School Road N.E. Woodburn, OR 97071 sales@woodburnnursery.com 503-634-2231 FAX 503-634-2238
Wes Bailey TREASURER	Smith Gardens Inc. 23150 Boones Ferry Road N.E. Aurora, OR 97002 wes.bailey@smithgardens.com 503-678-5373
Ben Verhoeven SECRETARY	Peoria Gardens Inc. 32355 Peoria Rd SW Albany, OR 97321 benv@peoriagardens.com 541-753-8519
Patrick Newton MEMBER-AT-LARGE	Powell's Nursery Inc. 5054 SW Boyd Rd. Gaston, OR 97119 powellnursery@gmail.com 503-357-0631

BOARD OF DIRECTORS

Tom Brewer ASSOCIATE MEMBER	HC Companies Inc. ProCal tbrewer@hc-companies.com 503-686-8448
Adam Farley CONTAINER GROWER	Countryside Nursery afarley@countrysidenursery.com 503-678-0511
Ron Kinney CONTAINER GROWER	Monrovia rkinney@monrovia.com 503-868-7941
Joe Dula CONTAINER GROWER	Moana Nursery joed@moananursery.com 503-266-8170
Jesse Nelson FIELD / BARE ROOT GROWER	Hans Nelson & Sons Nursery Inc. jnelson@hansnelson.com 503-663-3348
Chris Robinson FIELD / BARE ROOT GROWER	Robinson Nursery Inc. chris@robinsonnursery.com 877-855-8733
Jay Sanders FIELD / B&B GROWER	KG Farms Inc. jsanders@kgfarmsinc.com 503-678-3245
Lorne Blackman GREENHOUSE	Walla Walla Nursery Co. Inc. lblackman@wallawallanursery.com 509-522-9855
Tyler Meskers GREENHOUSE	Oregon Flowers Inc. tyler@oregonflowers.com 503-678-2580
Gary S. English RETAIL	Landsystems Nursery gary@landsystemsnursery.com 541-382-7646

The privilege of service

It's been a privilege to serve the OAN membership for the last year.

With all that happened in the last year, I'm amazed that it went by so fast.

This will be my last column as your OAN president. With that said, it brings a lot of emotions to mind but the two I settle on is admiration and gratitude. There is no shortage of people that I look up to who are willing to fight for our sustainability as a business. I know with confidence that moving forward we will continue to strengthen our community, equipped to deal with whatever curveballs come our way.

The biggest takeaway I have from this past year is that we have the best people in the right positions to guide us through the uncertainty ahead. When people ask me if it was difficult to be president, my short answer is, "It was easier than I expected it to be." The reason for that starts with staff and goes right down through the board and to our membership. I would like to give a few shout outs.

Jeff Stone — fearless leader of the OAN. We are incredibly blessed to have Jeff at the helm. I don't know another human being that milks the most out of his waking hours. I couldn't imagine a better person to have in his position. Thank you for your leadership.

Kyle Fessler — past president. Kyle is willing to tackle any task asked of him with excellence. He is quite possibly the most impressive individual I know. Thank you for setting an example to follow. I and our industry owe you a huge thanks for your volunteer work.

Curt Kipp — director of publications and communications. Thank you for taking my column rough drafts and making them legible. We have a world class publication, and you are a huge reason why.

To my brother Chris — for being my sounding board and helping me always find comfort and confidence.

To my wife Ashley — thank you for hearing me out when I needed to talk about nursery issues and managing our three kids while I was away for a meeting or function. I love you!

The list could be endless, but I wanted to acknowledge them as they came to mind the most when contemplating the last year.

My primary goal going into the year was to work on how our industry is perceived by people who have never been on a farm, but still have a significant impact on what we do. They include lawmakers as well as the homeowners next to our farms. I believe we have moved the needle. Not only are our workplaces viewed differently now, but so are the world-changing products we produce.

There is a lot of work still to do, and we couldn't be in better hands than with our incoming president, Todd Nelson of Bountiful Farms Nursery Inc. I have always looked up to Todd and his ability to find common sense solutions for problems. I have no doubt that he will be a phenomenal leader for our association.

I would urge everyone to step up and serve the association if they feel the calling. You get to rub shoulders with some of the best people this world has to offer. You may feel a little out of your comfort zone at first, but that is a good thing because that is where growth happens. It's truly a win-win.

It's been a pleasure. ©



Josh Robinson



Calendar

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

OCTOBER 7-9

PORTLAND FALL HOME & GARDEN SHOW

Taking place at the Portland Expo Center, 2060 North Marine Dr., Portland, Oregon, this show will entertain and inform homeowners about the freshest garden designs and themes. There will be a plant and nursery marketplace, container garden competition, and an Oregon tree display. Visit www.homeshowpdx.com for details.

OCTOBER 20

BOXWOOD HEALTH WORKSHOP

A boxwood health workshop for growers is set for 8:30 a.m.-noon at the North Willamette Research and Extension Center, 15210 N.E. Miley Road, Aurora, Oregon. The workshop is sponsored by Oregon State University (OSU), the USDA Agricultural Research Service (USDA-ARS), the Oregon Department of Agriculture (ODA), the Horticultural Research Service (HRI) and the Oregon Association of Nurseries (OAN). It will cover best management practices and recent research updates, giving growers actionable tactics to help ensure the production of clean, market-ready plants. Speakers include experts from OSU, USDA-ARS, and ODA. After the formal presentations, participants will have the option of visiting an onsite boxwood blight research plot along with researchers. Registration is limited to 40 people, and there is a \$15 cost. Oregon pesticide recertification credits are pending. For details and to sign up, log on to www.tinyurl.com/Oregon-boxwood.

OCTOBER 26-29

NATIONAL FFA CONVENTION & EXPO

The 95th annual Future Farmers of America (FFA) Convention & Expo will take place in Indianapolis, Indiana. FFA members and guests from across the country will participate in general sessions, competitive events, educational tours, leadership workshops, an expo and shopping mall, volunteer activities and more. The full schedule was to be posted soon. Early bird registration opens September 14, followed by standard registration on October 5. Housing registration is already open; September 8 is the last day to cancel. For more details, log on to www.convention.ffa.org.

NOVEMBER 2

OREGONIANS FOR FOOD AND SHELTER CONFERENCE

Oregonians for Food and Shelter (OFS) will hold their first-ever Annual Conference and Gala starting at 8 a.m. Wednesday, November 2 at the Salem Convention Center, 200 Commercial St. S.E., Salem, Oregon. The conference promises an opportunity to learn about the future of pesticides and biotechnology from OFS' national partners, and dive into local issues and political



OCTOBER 28-29

OAN ANNUAL CONVENTION

The annual Oregon Association of Nurseries Convention will take place over a long weekend at Skamania Lodge, 1131 S.W. Skamania Lodge Way, Stevenson, Washington, in the beautiful Columbia River Gorge. The event will include updates on important issues, the installation of the new president and board, and the traditional President's Award Banquet honoring the industry's best. Registration is open at www.oan.org/convention. Contact Allan Niemi at aniemi@oan.org or 503-682-5089 for details about available sponsorship opportunities.

updates as well. The day will begin with coffee and networking, followed by various educational sessions throughout the day, and concluding with a "fields and forests" gala dinner. For more info and to register, log on to www.ofsonline.ejoinme.org/2022.

NOVEMBER 9-10

OREGON WATER LAW CONFERENCE

The 29th annual Oregon Water Law Conference will take place in the Oregon Room at the DoubleTree by Hilton, 1000 NE Multnomah Ave., Portland, Oregon. The program will provide an update on recent water-related legislative and administrative developments, along with discussions of the key issues driving water policy. Practitioners from a wide array of viewpoints will address complex water supply and management challenges in several of Oregon's watersheds, along with other recent decisions involving water distribution, water access, storage permits, and hydropower licensing. Richard M. Click, attorney at law, will give a special

update on the recent Waters of the U.S. ruling and EPA response. To register, log on to www.theseminargroup.net/seminars/7216.

DECEMBER 5-9

2022 IRRIGATION SHOW AND EDUCATION WEEK

The Irrigation Association will present its 2022 Irrigation Show and Education Week from December 5-9 at the Las Vegas Convention Center, 3150 S. Paradise Road, Las Vegas, Nevada. The trade show portion of the event will be December 7-8, with other events happening all week. The gathering will offer unique education opportunities, access to the latest in irrigation technology and networking within a community of peers, all in one place. Registration is now open. Exhibitors are being accepted and lodging is available. The early bird registration deadline is October 31. For info, log on to www.irrigation.org/2022Show.

OREGON ASSOCIATION OF NURSERIES
CONVENTION

October 28-29, 2022



Skamania Lodge®

Come climb into the trees to celebrate a great year at the OAN Convention at the Skamania Lodge in Stevenson, Washington. Enjoy social time at one of the many activities with old and new friends, talk about the issues that are vital to Oregon nurseries, and honor the industry's achievers at the annual President's Awards Banquet.

REGISTER TODAY: www.oan.org/convention

PRODUCED BY



OREGON
ASSOCIATION OF
NURSERIES



Northwest News

OAN members and chapters are encouraged to send in relevant news items, such as new hires, new products, acquisitions, honors received and past or upcoming events. Email news@oan.org.



Rebranded 'Real Christmas Tree Board' launches

In a move making it clear that they represent a living product, not a plastic one, The Christmas Tree Promotion Board has rebranded itself as the Real Christmas Tree Board, the organization announced.

The organization was chartered in 2015 for the purpose of promoting the benefits of fresh Christmas trees to consumers and the press, while engaging in research to better the industry. However, there was confusion between this organization and others, such as the National Christmas Tree Association (which also promotes real trees) and the American Christmas Tree Association (which represents artificial ones). The communications firm FleishmanHillard surveyed 26 journalists and found that most weren't aware of the groups and couldn't tell them apart.

With the word "real" and a logo that includes a tree with roots, the name Real Christmas Tree Board puts to rest any such confusion.

"We're all about 'real' — period," said Marsha Gray, executive director of the Real Christmas Tree Board, which is based in Howell, Michigan. "Real growers, real trees, and the real joy they produce have always been our focus. Now our name and our logo are just as clear as our focus."

Oregon is the nation's top grower of Christmas trees, with \$110 million worth sold according to the 2019 USDA Census of Horticultural Specialties.



Proposed workforce legislation would expand guest worker availability. Supporters are hoping to get a vote on it during the lame duck session after the November 2022 election. PHOTO BY BILL GOLOSKI

AMERICANHORT LOBBIES FOR FEDERAL FARM WORKFORCE LEGISLATION

Advocates for securing more agricultural labor are working against the clock to secure the votes needed to pass a Senate version of the proposed federal Farm Workforce Modernization Act, AmericanHort field representative Dennis Niemeyer told OAN leaders during a visit to the 2022 Farwest Show.

The bill passed the U.S. House of Representatives in March 2021, but currently lacks the 60 votes needed to end a potential filibuster in the U.S. Senate. A Senate version, expected to be more favorable to employers, is being negotiated by Sen. Mike Crapo (R-Idaho) and Sen. Michael Bennet (D-Colorado).

Niemeyer said it would require that advocates "peel off 10–12 GOP senators," likely to include those not running for office again, but he added that time may be running out. "Everyone is expecting the potential for the House maybe even the Senate to flip, and if that happened, our options would cease to exist, so we have a very short window," he said.

The bill would allow undocumented workers who performed at least 1,038 hours of agricultural labor in the two years before March 8, 2021 to seek status as Certified Agricultural Workers (CAW) from the U.S. Department of Homeland Security. To qualify, the worker must have been continuously present in the U.S. during that time. A CAW would be allowed to work legally in the U.S. for 5.5 years, which could be extended. The worker could apply to become a lawful permanent resident if they meet certain requirements. The bill would also make some alterations to the H-2A guest worker program that would expand access and bring greater certainty for users.

As a tradeoff, the bill would require that agricultural employers use an electronic verification system, patterned after the E-Verify program, to verify the worker's identity and employment authorization.

The bill is unique from others in that it applies only to farmworkers and doesn't make an attempt at comprehensive immigration reform. Niemeyer said there is not much chance of that legislation at this time but that this legislation could have a chance, most likely in a post-election "lame duck" session of Congress.

Members of the OAN Government Relations Committee gave the bill a tepid response, particularly for the inclusion of the error-riddled EVerify program. So did OAN Executive Director Jeff Stone. "I cannot help but believe that we are missing a tremendous opportunity for comprehensive reform," he said. "E-Verify is a high price to pay for something that does not really render a lot of new workers into the fold."

Stone mentioned that the Senate version of the bill is less favorable than the house one and provides fewer guest workers on the farming side. "The politics around this issue has always been toxic," he said. "I appreciate the work being done. However, watering down what the OAN helped pass with the House is not good policy and is not good for Oregon."

ONPAC ISSUES 2022 GENERAL ELECTION ENDORSEMENTS

The Oregon Nurseries' Political Action Committee



(ONPAC) has issued endorsements in 44 races in the 2022 general election, including governor, labor commissioner, three of Oregon's six U.S. House districts, and 39 different seats in the Oregon House and Oregon Senate. The endorsements are listed at www.tinyurl.com/ONPAC22.

According to ONPAC chairman Tom Brewer, the committee was looking to restore balance to Oregon government. "We conducted three times the number of candidate interviews we normally do," he said. "We paid particular attention to open seats where we can make a difference in the outcome."

Candidates were asked about their willingness to reexamine or repeal the corporate activities tax and agricultural overtime. According to committee member Mark Bigej, policies like these have come about because Democrats hold a supermajority in both chambers of the Legislature.

"The supermajority needs to go away," Bigej said. "As we have seen, it takes away the incentive to compromise and collaborate on issues, and the result has been added costs on top of more added costs and regulations for employers. Enough is enough."

Endorsements in major races include Christine Drazan, Republican for governor; Cheri Helt for commissioner of the Bureau of Labor and Industries (nonpartisan); and Cliff Bentz (District 2, Republican), Lori DeRemer (District 5, Republican) and Mike Erickson (District 6, Republican) >>

OUTSTANDING VALUE

*Blue Ribbon Attention
Expanded Ornamental Offerings
High Quality Nursery Stock
YOU CAN COUNT ON US*

WillametteNurseries.com

UPSTART™ PROFESSIONAL ROOTZONE HEATING KIT
HANDLES UP TO 500 SQ.FT. OF GROWING AREA

START YOUR OWN PLANTS WITH A PROFESSIONAL HOT WATER ROOTZONE HEATING SYSTEM!

HOW IT WORKS

Upstart head unit is attached to a locally-purchased water heater. Hot water is pumped through BioTherm's Roll'N Grow Mat. Plants are placed directly on the mat. The media temperature sensor tells the head unit when to cycle on and off to maintain optimum media temperature.

WHAT'S INCLUDED

UPSTART BASE SYSTEM \$2499

- 1 - UPSTART HEAD UNIT
- 1 - 4'X25' ROLL'N GROW MAT
- 1 - PIPING & FITTING PACK (UP TO 25' DISTANCE)

CAN EXPAND UP TO 5 - 25' MATS
SHIP WEIGHT: 91LBS.

BioTherm
TO ORDER: CALL 800.GET.HEAT | 707.794.9660
VISIT BIOTHERMSOLUTIONS.COM

FREE FREIGHT TO LOWER 48! *WATER HEATER NOT INCLUDED

for Congress.

Oregon Senate endorsements include Randy Sparacino (R-District 3), Cedric Hayden (R-District 6), Raquel Moore Green (R-District 18), Kim Thatcher (R-District 19), Aaron Woods (D-District 20), Suzanne Weber (R-District 22), Bill Kennemer (R-District 26), and Daniel Bonham (R-District 26). House endorsements include Republicans David Brock Smith, Virgle Osborne, Lily Morgan, Christine Goodwin, Kim Wallan, Boomer Wright, Celeste McEntee, Jamie Cate, Charlie Conrad, Shelley Boshart Davis, Ed Diel, Rick Lewis, T.J. Sullivan, Dan Farrington, Kevin Mannix, Tracy Cramer, Anna Scharf, Lucetta Elmer, Brian Stout, Cyrus Javadi, Adam Baker, Randy Lauer, Jeff Helfrich, Michael Sipe, Werner Reschke, Emily McIntire, Greg Smith, Bobby Levy, Vikki Breese-Iverson and Mark Owens; and Democrat Ken Helm.

AG GROUPS ASK STATE TO HONOR AG OVERTIME AID PROMISE

Eleven agricultural groups including the Oregon Association of Nurseries and the Oregon Farm Bureau have written the state Emergency Board asking them to honor a promise of aid that was included in **House Bill 4002**, the Agricultural Overtime Bill, which will impose significant new payroll costs on growers.

According to OAN contract lobbyist Elizabeth Remley, the legislature promised a grant or loan program to help farmers pay the initial added costs of ag overtime, but state agencies are barely working to implement this promise. “Ag groups, who opposed the bill in the first place, are now having to do a majority of the work to ensure its implementation and keep the

legislature accountable,” she told Member Update.

House Bill 4002 phases in an overtime pay requirement for agricultural employers over a five-year period, beginning on January 1, 2023. The threshold will be 55 hours in 2023 and 2024, 48 hours in 2025 and 2026, and 40 hours in 2027 and beyond. There is no peak season exemption in the bill, and it’s expected to hit farmers who rely on very limited labor supplies, especially during peak season, particularly hard.

To help offset the added overtime costs, the bill includes a refundable tax credit, as well as \$10 million in assistance that was intended as a bridge in 2023, before the tax credits are paid out starting in June 2024, some 18 months after the overtime requirement becomes effective. The groups stated that growers are depending on this help and need to know they can count on it.

Tackle Your Fall Cleanup

STOP IN TODAY
FOR GREAT
DEALS ON
FINANCING!



RTV-X900G-H

- 21.6 Gross HP,† 3-Cylinder Kubota Diesel Engine
- Variable Hydro Transmission (VHT-X) • Standard 4-Wheel Drive

SVL97-2HFC

- 96.4 Gross HP,† 4-Cylinder Turbocharged Kubota Diesel Engine
- Standard Rear-View Camera • Standard Auxiliary Hydraulics



“FORMERLY OVS”

OES® MCMINNVILLE
2700 ST. JOSEPH RD.
MCMINNVILLE, OR
(503) 435-2700

OES® AURORA
19658 HWY. 99 E.
HUBBARD, OR
(971) 216-0111

www.orequipmentsales.com

FULL SERVICE SHOPS WITH MOBILE CAPABILITIES!

STORE HOURS:
MON-FRI: 8-5
SAT: 8-NOON



† For complete warranty, safety and product information, consult your local Kubota dealer and the product operator’s manual. Power (HP/KW) and other specifications are based on various standards or recommended practices. K1242-24-147206-7

"If the program is not in place this fall, it becomes a meaningless gesture by the supporters of House Bill 4002 the letter to the Emergency Board states. "Farmers must make plans now for their 2023 growing and harvesting season, including the number of workers they can afford to hire, which in turn will dictate the selection of crops and decisions about whether to lay fallow certain fields, or how much product to promise to buyers. If this financial assistance isn't guaranteed by the fall, then employers will make decisions about their workforce size and production without it."

STORAGE IMPROVEMENTS UNDER STATE WATER GRANTS NOT KEEPING PACE

Agricultural organizations in Oregon, including the Oregon Association of Nurseries, are expressing concern that public water resource investments aren't yielding enough new storage capacity to meet their needs.

The Oregon Water Resources Department has a grant program to fund such projects. The program was created under Senate Bill 839, which the OAN helped secure passage of in 2013.

The good news is that since then, the program has disbursed \$35 million since then to 31 grant applicants. The bad news? The results have been better in theory than practice.

According to a report in the Capital Press agricultural newspaper (Salem, Oregon), just three of the grants, totaling \$4 million, went to projects aimed at new, increased or restored water storage. Instead, the grants have focused most frequently on replacing open canals with pipes to reduce seepage and evaporation.

"[The grant program has] never been implemented in a way that would allow it to succeed," OAN Executive Director Jeff Stone told the newspaper. "I really thought by now we'd have more tangible results."

The pipe projects are helpful for conserving water, critics concede, but such projects were supposed to pave the way for new water storage funding. Such storage is badly

needed due to a reduction in annual winter snowpacks. The snowpacks have effectively functioned as nature's water storage system, but climate change is reducing the oomph they provide.

The state can't build large dams to replace the capacity, but Stone and others hoped smaller projects could close the gap in a deliberate, planned, systematic way. "We were saying we should not do water storage by fire alarm," he told the newspaper.

To read the full story, log on to www.tinyurl.com/h2ogrants (subscription may be required).

Announcements TWO VISA LABOR SERVICE PROVIDERS ANNOUNCE MERGER

Two consulting firms that help companies obtain agricultural and non-agricultural labor through the h-2a and h-2b guest worker visa programs have merged.

másLabor, based in Lovingsston and Charlottesville, Virginia, has merged with AgWorks H2 LLC, based in Lake Park, Georgia, the two companies announced. másLabor is the nation's leading provider of comprehensive services for employers participating in the H-2A and H-2B nonimmigrant visa programs, while AgWorks is one of the nation's top H-2A and H-2B consulting firms, a joint release stated.

"AgWorks has a proven success model, with a deep compliance focus and highly knowledgeable leadership," said Edward Silva, CEO of másLabor. "But as we and the market continue to evolve and grow, there are clear benefits to integration, shared systems and knowledge, and more active collaboration."

Silva has been the owner of másLabor for more than a year, having purchased the company in July 2021. He said that the merger gives greater economy of scale and greater insight into the issues clients face in various geographies and industries. Together, the two companies obtain approvals for their clients to employ more than 60,000



YEAR ROUND AVAILABILITY

Loen Nursery

Wholesale Growers & Suppliers of High Quality Plants for over 35 Years

One Stop Shop

2,000+ varieties.
Delivery throughout Oregon, Washington, Idaho (26'-48' trucks)

QUALITY PLANT MATERIAL

- Japanese maples: 80+ varieties
- Shade & flowering: 20,000 in prod.
- Fruit trees: 10,000 in prod.
- Perennials, ferns and grasses
- Broadleaf and deciduous shrubs
- Roses: Shrub, groundcover
- Conifers: Grafted, seedling
- Groundcovers
- Rhododendrons and Azaleas
- Natives and vines
- Berries: Blueberry, Logan, Raspberry
- Contract growing
- Yes, we have it!
- And yes, we can find it for you!

CONTAINER-GROWN AND CONTAINER-ESTABLISHED PREFERRED

Let us quote your COMPLETE plant list.

Wholesale Sales/Growing Facilities
(Real people will answer your call)

503-982-6300
Woodburn, OR

Local Contractor's Yard
503-625-5454
Sherwood, OR

www.loennursery.com

foreign workers per year. According to másLabor, that is more than the next three largest service providers combined.

"Together, we have a detailed view of the labor market for the entire country as it relates to H-2 workers, across nearly every industry," said Dan Bremer, current president of AgWorks. "We know the challenges, the opportunities, and we have best-in-class solutions." Bremer will remain in a key leadership role to both másLabor and AgWorks.

Under the new structure, AgWorks will expand its service offerings to align with those offered by másLabor, including assistance with domestic job applicants, comprehensive audit services, and other visa categories. The companies will also consolidate their compliance departments and invest significantly in technology to provide clients with a more efficient and effective process throughout.

For more information, log on to www.maslabor.com and www.agworksh2.com.

EASON ADDS TWO NEW MEMBERS TO TEAM

Eason Horticultural Resources (EHR) has added two new team members.

Lauren Simendinger has been promoted to marketing and media specialist, according to a release from the company. She has a dozen years of design and digital media experience and has been with the company for the past eight years as a sales support specialist in the Perennial Department.

The work she has done for annual reports, including the EHR Hot New Perennials and New Variety Lookbook, help lead to the promotion. She will be planning, executing, and managing all print and digital

materials for the company, including all marketing initiatives, programs, and events.

Meanwhile, Robin Richer has joined the company's customer service team. She comes to EHR with extensive knowledge of customer service and the Horticulture industry, she has spent the last eight years successfully, cultivating relationships between the vendor, broker, and customer. Growing up on a dairy farm, Robin can relate to challenges faced by customers in the horticulture industry and thrives on helping them in any way she can.

EHR was founded in 1993 and is based in Ft. Wright, Kentucky. The company is a national horticultural consultant and broker serving retail garden centers, wholesale and retail greenhouse growers, nurseries and landscapers. For more information, log on to www.ehernet.com. ©



503-678-2700

Greenhouse Manufacturing & Supplies

Oregon Valley
GREENHOUSES INC.

info@ovg.com • www.ovg.com
20357 Hwy 99 E • Aurora, OR 97002



GREENHOUSES, HIGH TUNNELS, GROUND COVER, POLY FILM, HEATERS, SHADE CLOTH, CORRUGATED POLY CARBONATE, EXHAUST SYSTEMS, ROLL-UPS SIDES, CODE STRUCTURES, PRE-FAB END WALLS, WIRE LOCK, CIRCULATING FANS, TWIN WALL POLY CARBONATE, RV COVERS, SHADE STRUCTURES, LIVESTOCK SHELTERS, COMMERCIAL AND RESIDENTIAL, CUSTOM SIZES



Container bloomers that take the heat

THE WEATHER HAS been sporadic in many parts of the country, and here in Western Oregon has been no exception. We've had many hot days and nights, and in most areas, there has been little or no rain.

At our house, we have a large deck that always has an assortment of containers with plants that will flower or provide colorful foliage for most of the summer. Most of the deck area receives hot afternoon sun, and I have learned from trial and error which plants will perform the best.

I have also learned to be cautious of a plant label that says "full sun" because the intense afternoon sun is often more than the label writer expected.

Gardeners like to get ideas from garden centers on the best plants to grow in their particular area. The more information that a garden center can offer leading to success with the selected plants, the more satisfied the customer will be. As a result, the customer may realize that the garden center and their personnel are a superb resource for answering future questions.

Certainly this summer and early fall, the primary questions may be related to what will survive in the intense vacillating heat.

The following is a partial listing of plants that seem to adapt well to hot weather and full sun. These are all plants that I have grown over the past couple of years. In some cases, this is my first time growing them. I find them all to be worthy of a full sun location and they will produce flowers or outstanding foliage for most of the summer.

Some of these plants are technically perennials, but for my mental gardening well-being, I treat them as annuals and if they survive the winter, then it is a happy spring surprise.

Lantana

I had not planted *Lantana* for several years and I don't know why because I have grown them in the past. After having a pot of *Lantana*, on my deck this summer, it made me realize what a reliable summer blooming plant this is.

Starting in the spring when they were in 4-inch size pots, some plants were in bloom, the flowering never stopped. The flowers are in tight clusters and often are multi-colored, although there are some that are of one color. They appear to prefer well drained soil and full sun. The plants will quickly fill a container and provide color all summer. It is best to treat this as a summer annual, although in some areas it may survive winter in a protected location.

Canna

The big bold leaves of Cannas can provide color in the garden long before there are any flowers. Cannas grows from a rhizome, technically a horizontal underground stem, and these rhizomes can easily be lifted from the pot in the fall and stored in a garage.

Cannas are often thought of as an old-fashioned flower, but recently are undergoing a revival with gardeners wanting a tropical look. There are some compact strains, but the old-fashioned tall growing types seem to be the most popular. Plants can easily reach



Mike Darcy

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

You can reach Mike, or subscribe to his newsletter, at itmikedarcy@comcast.net.

4-6 feet in height with flower stalks reaching even higher. The flowers will last into the fall.

After a frost, the plants can be cut to the soil level and the rhizomes lifted and stored.

Mandevilla

With flowers of red, pink, or white, this tropical vine needs some support, such as a trellis to grow on. *Mandevilla* is not winter hardy here and is probably best treated as an annual. It is fast growing, likes the summer sun, and will bloom all summer and into the fall.

Grown in a pot on a trellis, on a deck, it can offer some spectacular summer color. The white flowering plants are especially showy in the evening hours against a background of green foliage.

Sedum

Variegated *Sedum* Atlantis is a new plant for me this year and one that I would certainly grow again. It grows low and quickly covers the container it is in and the variegated foliage provides great color all summer. It also provides a nice color



Lantana
PHOTO BY RICH BAER



Canna
PHOTO BY RICH BAER



Mandevilla
PHOTO BY RICH BAER

What I'm Hearing



contrast to the green foliage salvia that I have behind it.

This sedum does have clusters of small yellow flowers, but it is the foliage that makes this plant outstanding.

Cuphea

Cuphea plants have been a tradition on my deck for many years. This year, *Cuphea* ‘Cherrybells’ was new to me. The dark orange flowers proved to be a hummingbird magnet all summer. The flowers are also attractive to honeybees and that makes this a good pollinator plant. The small flowers were profuse and there was never a time when the plant was not covered with them. I found that on the very hot days with intense sun, the plants did wilt, but with a shower of water, they bounced back quickly.

As the cuphea grew, some of the stems

did hang down over the pot and presented the effect of it being like a hanging basket. It is certainly a plant that will be on my deck next year.

Agonis* and *Euphorbia

A very attractive combination for a container in a sunny location is *Euphorbia* 'Diamond Frost'® and *Agonis*. This euphorbia is low growing with clusters of white small flowers all summer. It is often used in hanging baskets with a combination of other plants. I wanted a contrast to the white flowers and planted *Agonis* 'After Dark' (peppermint willow), in the center of the pot with the euphorbia surrounding it.

Agonis is not widely planted or known here, because it is a tree, but it is not winter hardy and does not survive a winter. However, if treated as an annual, it provides

some beautiful foliage. The leaves are long, about 6 inches, and are a beautiful burgundy color. It is called “peppermint tree” because when the leaves are crushed, they have the fragrance of peppermint. The leaves make a striking contrast to the white euphorbia.

There are many other plants that are excellent for growing in containers and hopefully by providing this information, customers can mix or match as they see fit.

Garden centers who feature containers planted early in the spring with a diversity of plants can spark ideas for customers to plant their own. There are no real rules, just be aware of the exposure, sun vs. shade, and the general growth habits.

Gardeners are imaginative and are often looking for new plants and combinations. Give them some ideas and turn them loose! ©

MATERIAL FLOW AND CONVEYOR SYSTEMS INC.

21150 Butteville Rd. NE
Donald, OR 97020

Toll Free 800-338-1382
Phone 503-684-1613
Fax 503-684-5133

Visit Our Website:
materialflow.com

IN PLANT OFFICES

Cheaper than studwall
construction

- Break Rooms • Admin.
Offices • Drying & Curing
Rooms • Equipment
Enclosures • Growing
Rooms • Guard Shacks

- Gravity & Powered Conveyors

SHELVING
IN-STOCK

LOCKERS
IN-STOCK

IN-STOCK
Midwest Warehouse

100 Models in
39,000 Sizes
Used Conveyor
Belting In Stock

Mezzanines - All Sizes and Types

Plastic Boxes,
Totes, Bins
Containers

**IN
STOCK**

IN-STOCK

PLATFORM TRUCKS
24 x 48 \$344
27 x 54 \$378
30 x 60 \$499
36 x 72 \$630

CASTERS
1,000s IN-STOCK

IN-STOCK
SALE ON MANY PRODUCTS
USED/SURPLUS RACKING,
CONVEYORS, CONV. BELTING,
SHELVING, PLASTIC BINS,
LIFTS, CASTERS & MUCH
MORE. 2 miles off I-5 just
south of Wilsonville.

1/2, 3/4, 1,
1-1/2, 2 Yd

CHROME
WIRE SHELVING
IN-STOCK

SELF DUMPING
HOPPERS
IN-STOCK
IN-STOCK

Used and
New

TEARDROP
PALLET
RACKS

BULK RACK **IN-STOCK**

WIRE CONTAINERS
As low as \$103 **IN-STOCK**

RET51S
INDUSTRIAL
\$119

100s IN-STOCK

58PMP
HANDTRUCKS
\$130

\$329
PALLET JACK
SALE

ALL PALLET JACKS
IN STOCK

CPT2748E
4400 Lb. Cap.
27 x 48
\$298

COLORS: Yellow, Red, Blue,
Purple - All the Same

MEET THE LEADER

The voices of Oregon's nursery industry

TELL US ABOUT YOURSELF

I grew up in the San Francisco Bay Area and came to Oregon to attend Oregon State University, where I received a Bachelor of Science in history. My interest in horticulture had been developing through high school and college as I worked summer jobs doing landscaping.

Following college, I made my way back to the Bay Area to attempt a career in commercial real estate, leasing retail properties. After a year, I realized this avenue was not for me, nor was California.

I moved back to Oregon where I started in sales at Teufel Nursery's landscape re-wholesale yard. Shortly after starting, I realized I had caught the passion of being a plant enthusiast and immersed myself in learning everything I could about plants.

In the following years, I worked for a couple of more companies in different management capacities, including plant procurement, sales, and then eventually production. To this day, I am very glad I had the opportunity to learn the different areas of operating a nursery, which has made management easier.

WHAT'S A GOAL YOU HAVE YET TO ACHIEVE?

I would like to travel to foreign countries, visit other nurseries, and see how they operate their nurseries.

WHAT'S YOUR GUIDING PRINCIPLE?

As a salesperson, it is important to understand customer needs so that you can steer them to the product that is best suited for their business.

I am a firm believer in letting the plants sell themselves. Therefore, it is important to grow a quality product that people will always come back for year after year. My role will always be to provide the technical information about the product.

BEST BUSINESS DECISION

Increasing our container production at KG Farms was one of our best moves. The owners, Kathy and Greg Wilmes, and



Jay Sanders

Sales Manager

KG Farms Inc.
Woodburn, Oregon

OAN roles/positions:

- OAN Board — Field Grower
- Past chair, Farwest Committee
- Past president of Clackamas Chapter

"As a salesperson, it is important to understand customer needs so that you can steer them to the product that is best suited for their business. I am a firm believer in letting the plants sell themselves."

— Jay Sanders, Sales Manager of
KG Farms Inc.

I were slow to make that commitment to growing plants in containers because our customer base was very happy with the quality of our field-grown product.

Having additional products in containers broadened our product line and the

number of customers we could serve. The second advantage was that we could add more units to the truck with our heavier field-grown product, helping offset freight costs.

The ultimate benefit is that it opened up sales later in the season, during the summer. We previously didn't have that.

WHO IS YOUR MOST SIGNIFICANT MENTOR?

I have had a few individuals that stand out as having an impact on my career — but overall, I have appreciated all the owners I have worked for from the beginning of my career.

In each job, I have expanded my knowledge of the business and the production of plants. Some had more to offer on the horticultural practices of the business, and others taught me more about the business aspects of operating a successful nursery. I am very grateful for the opportunity to work for all of them.

BEST BUSINESS ADVICE:

If I could offer one piece of advice, I would say: Know your production/labor costs before you set your pricing.

It is easy to set your pricing to what the market rate is, but understanding the real cost of growing a plant ensures that you make a reasonable profit. The calculations really open your eyes up to how efficient your company is.

WHAT DO YOU LOVE MOST ABOUT THE NURSERY INDUSTRY?

The nursery industry is unique because of the people you get to interact with on a daily basis. People in our industry are typically very friendly and have a passion for what they do, which shows in their enthusiasm for receiving your plants.

I especially love giving customers tours and having them walk through the plants like they are a kid at a toy store.



Meet the Leader

WHAT IS YOUR GREATEST CHALLENGE?

As a conifer grower, it is difficult to predict what is going to be popular in five years. Factor in the grow-time for popular plants adds to the challenge.

WHAT MOTIVATES YOU TO GO TO WORK EVERYDAY?

I really love growing and selling plants, and it gets me going each week. Although, my responsibilities are the same year to year, there is not one day that it is the same.

We are dealing with a living plant, not a widget. With the weather alone, you have to change course every day.

INVOLVEMENT WITH OAN

I have been active with the OAN since the fourth year of my career. I first got involved at the chapter level, which was

great opportunity to meet and network with other nursery people. Shortly after that, I joined the Marketing Committee and Farwest Committee, where I not only learn more about the reach of industry as a whole, but also how to contribute to discussion and make decisions at the association level.

Twenty years into my career, I am still involved in the Farwest Show, and I represent field growers on the OAN Board of Directors.

IN YOUR OPINION, WHAT ARE THE MOST CRITICAL CHALLENGES FACING THE NURSERY INDUSTRY TODAY?

Labor is always at the front of my concerns for the industry. Fewer younger people want to pursue a career in horticulture due to the physical requirements of the jobs.

Technology in the industry still lags behind many other sectors, mostly because the necessary investment is too high for growers.

The other troubling aspect of our labor force is complying with the complicated employment regulations set by the state. The costs per employee, freight, and the additional inflationary increases in supplies have really forced large pricing increases on plant material. Overall, it worries me since most of us ship our product all over the U.S. and Canada.

The other challenge is pest and disease problems. It seems that every couple of years, there is a new concern that we must address with our integrated pest management (IPM) program to keep our plants healthy and shipment ready. ©

The best cedar boxes and trellis options in the industry.

Bowers Forest Products has been manufacturing and supplying the best cedar boxes to the nursery industry for over 20 years. Our quality and service has been proven over time.

Visit bowersforestproducts.com and woodwayproducts.com today.

Other products we manufacture:

Nursery Boxes • Shipping Dunnage • Stakes
Lath • Gate Material • Tilt Stickers • Lattice • Trellis



jeff@bowersfp.com | (503) 631-4408

First Class Customer Service with Integrity



Poking through scorched earth

Seedling growers cope with heightened demand due to fires and other market pressures, not to mention labor and supply troubles

BY ERICA BROWNE GRIVAS

IN 2020 THE COVID-19 PANDEMIC fueled unprecedented demand for all kinds of plants, from tomato seeds to tree saplings. The availability of tree seedlings has suffered additional challenges since then, however.

Sweeping wildfires that summer leveled over one million acres in Oregon (see www.tinyurl.com/ORfires2020), which was more than twice the 10-year average. This prompted the need for reforestation and heightened the demand for tree seedlings.

As growers and wholesalers adapt to find creative solutions to meet their clients' needs, they are sparring with rising fuel costs, labor shortages, and more.

At Brooks Tree Farm in Salem, Oregon, co-owner Kathy LeCompte saw waves of change rippling through the industry at all levels. The fires led to "way bigger demand," she said.

"It's obvious no nursery could have known in advance what to have," LeCompte said. "That first year there was just nothing to work with."

Shifting resources into forestry

LeCompte's answer was to weigh the production mix temporarily toward forestry, approximately tripling its forestry production.

"We've always had multiple legs – forestry, Christmas trees,

and wholesale nursery production and about 15 years ago we added wetland native shrubs," she said. "So in order to increase forestry, we had to look harder at each individual item without hurting the others. We know this is a temporary situation, so we are trying to meet the other responsibilities with an alternate until we can get the timber people back in business and get those lands replanted."

After that, she said, Brooks ordered as much extra seed as it could source and allocated more greenhouse space for timber seedlings. Greenhouse-grown seedlings are market-ready in a year, while field-grown ones take two. The accelerated production was worth the extra cost and use of space, she said.

Another major issue is the skyrocketing cost of certain seed sources lost in the fire.

"It is normal for conifers to have irregular seed crops," LeCompte said. "In the case of Douglas firs, the cycle can be up to 10 years and occasionally even longer. We were in one of those long cycles when the fires came along, and there was a cone crop that year that hadn't been collected, so there's a serious lack of seeds."

Although there are some private orchards, and timber company orchards, "Those are not large enough to supply the whole state or the whole Cascade Range," she said. "I used to pay >>



\$150 per pound of seed, and now some of that seed is selling for \$2,000–3,000 a pound.”

It’s even harder to find seed appropriate to the field’s local growing conditions, she said. Typically, customers look for seed sourced as locally and site-specific as possible, but customers may have to broaden their search to find seed collected from a forest across the state.

As shortages drive up consumer pricing, LeCompte is seeing customers plant less densely than usual. “Typical planting rates are 400 per acre. I’m seeing people stretch it to 300 per acre because of the cost,” she said.

LeCompte is concerned that each decrease in forest density means that much fewer carbon is sequestered. Because newly established trees store more carbon, a 25% density dip could create a 30% loss of carbon in that forest.

Reforestation proves challenging

For a multitude of reasons, many of the forests razed in 2020 have yet to be replanted – and that is a major problem, says Glenn Ahrens, forester at Oregon State University Extension. Ahrens works mainly helping smaller landowners learn

how to manage their forests.

Even in a normal market, private woodland owners are at the end of the line when placing seed and seedling orders. They don’t have the purchasing power to meet minimums or have large standing orders year to year. Likewise, it can be hard to find labor, especially to take on small planting jobs.

In 2020 there was an estimated 100 million extra trees needed, said Ahrens.

“I would say our number one hurdle is seasonal labor It seems like it’s more of a struggle to find folks these days.”

— Allen Terlecki, PRT USA

“The nurseries have responded, but the nurseries need bulk orders [to make their budgets]. It’s hard to connect the dots.”

Ahrens said approximately 5,000 small woodland owners were affected by the fires. If they were lucky, they may have been able to recoup some losses by selling some scorched timber for salvage. Many, however, who may have been deal-

ing with the fallout of home and property damage and relocation, missed the harvesting window. They now might have weeds reclaiming the forest. Planting now could require mechanical clearing.

A scorched landscape is already a challenging place to establish seedlings, but “It’s a lot harder to plant into three-year regrowth,” Ahrens said.

It’s also less safe for the workers, as burnt trees become brittle. He recommends small forest owners seek help from a forestry professional who can assess current conditions and make a plan matching their financial goals.

Allen Terlecki, of PRT USA in Hubbard, supplies timber companies and has been consistently selling out. “We are still thankful and grateful we are usually full,” he said. “I’m going to be shipping about 12½ million out of my nursery.” PRT overall will ship about 330 million, he said. After the fires, the nursery upped the seedling count for affected timber companies and was able to meet the demand for the next two years, Terlecki said.

Needing labor and equipment

Like most businesses, PRT is adjusting to shifting circumstances arising from labor

and supply shortages.

Under these conditions, something as small as a broken tractor can become a protracted issue. “I had a tractor in for repair at a local dealership — it was there for eight months because they couldn’t get parts,” Terlecki said. Proactive ordering became important. “We ship our seedlings in boxes, and we typically don’t get them until October, so we ordered them early this year. It takes a lot more planning with the way the world is right now you have to be on top of it.”

Salem-based JLPN, a deciduous tree wholesale producer, also found labor had the biggest impact among the recent upheavals.

“For JLPN, labor costs went up 30% in the last two years,” president and owner John Lewis stated in an email. “Labor being our biggest single expense, created a huge impact on our ability to stay profitable.

Stating the obvious for every industry, labor was short in supply, and more expensive. The increase in labor costs outpaced the price increase of our products. In addition, inflation has been a financial wrecking ball for businesses. Our employees feel the increase of all goods at home, so to help

“Mother Nature dictates if there is going to be a seed crop year after year.”

— John Lewis, Owner of JLPN

ease the burden on our employees, we gave a larger annual pay raise than we typically do.”

Rising supply costs hurt as well. “Our plastic container costs went up 40% on the raw materials alone,” Lewis stated. “Then

the shipping costs were up another 45-50%. It’s a bad year when you are happy that your taxes were the least volatile financial aspect of your business.”

The most impactful change JLPN has made, Lewis wrote, is in waste reduction by joining the Oregon Nursery Lean Consortium. (<https://tinyurl.com/or-lean>) “We have utilized LEAN (sic) Production methodology to eliminate waste in labor, supplies, overproduction, and over processing.” Lean methods are also called the Toyota Production System.

“With labor and over production being the two biggest factors that determine profitability, we focus on eliminating waste in those areas,” he wrote. “In the future, I see more and more LEAN methods being utilized due to it being the single largest factor in creating successes in our production in a business environment that is more >>

GK Machine Builds Heavy Duty Ag Equipment



TR6 SPRAYER
Over-the-Row
wet/granular system

**H9 Bare Root
TREE DIGGER**



GREENHOUSES
Covers & Accessories



GK MACHINE DONALD OREGON
503-678-5525 WWW.GKMACHINE.COM



Chamaecyparis
Sciadopitys
Kalmia
Thuja
Picea



Container and Field Grown Ornamentals

Phone: 503-663-1200 • Fax: 503-663-5134

www.reardonnursery.com
info@reardonnursery.com

10050 SE 282nd Ave
Boring, OR 97009

Rhododendron
Boxwood
Prunus
Pieris
Ilex

**“We’d be lost without them. Everything improves.
Growing, harvesting, digging, hauling and shipping.”**

Roger Canfield,
Puget Sound Plants (Owner), Olympia, WA

MADE IN
USA



ROOT CONTROL BAGS FOR IN GROUND

SMART POT PROs FOR ABOVE GROUND

A GROWING REVOLUTION™

Root Control Bags and Smart Pot PROs will revolutionize your nursery. Unlike plastic containers, they promote fuller, denser root structures and deliver extraordinary benefits, including:

- Original root pruning fabric container
- Improved survivability before and after transplant
- Easily harvest, no tree spade required
- Ship more trees per truck



1.800.521.8089 | www.TreeBag.com

Poking through scorched earth

challenging every year. “

Demand for shade trees continues to be high, according to Lewis. In shortest supply, he explained, are trees like European beech (*Fagus*), Japanese maple (*Acer palmatum*) and sugar maple (*Acer saccharum*) cultivars, which are field-budded and grafted onto a seedling. It’s easier to bolster tissue-cultured product.

Mark Krautmann, owner of Heritage Seedlings and Liners, said his nursery found ways to offer alternatives when shortages hit.

“As COVID issues abated, we had 15-25% shortages in many items last spring, more than spring ‘21,” he stated in an email. “Fortunately, our short crop cycle, 1–2 years on most liners, allows us to pivot in just a year or a bit more. So we’re able to offer most clients the sizes and essential varieties and rootstocks they need. Many see the benefits of early and standing orders.”

Heritage honed its offerings to meet demand, or to offer product faster. The company doubled propagation of grafted columnar beech, various magnolias, and popular Japanese maples like ‘Bloodgood’ and ‘Sango Kaku’, Krautmann stated.

“We adjusted our production plan to grow more of items such as grafted liners, and cut back on many items that clients are less familiar with,” he stated. “Although our brand is new and unusual woody species and varieties, we have to aggressively fine-tune our choices to grow what sells in the face of unprecedented ag labor wage pressures, fertilizer and fuel prices, and even inability to get our full allotment of pre-ordered slow release[sic] fertilizers.”

Additionally, Heritage “doubled down on containers, especially #1 pots and large plugs that finish fast for clients,” Krautmann stated. “Container production is more labor efficient with investments in equipment to mechanize and to employ staff in higher-skilled positions. ©

Erica Browne Grivas is an award-winning journalist and gardener pushing zone boundaries in Seattle, Washington. She can be reached at ebgrivas@gmail.com.

Mark Krautmann, owner of Heritage Seedlings, sees increased demand for *Acer palmatum* 'Inaba Shindare', a laceleaf Japanese maple.

PHOTO COURTESY OF HERITAGE SEEDLINGS AND LINERS



Trendy shade trees, part two

Growers bring new options to market, help drive a new environmental ethic

BY TRACY ILENE MILLER

MANY FACTORS INFLUENCE shade tree trends, but growers themselves are one of the most significant.

"To a certain extent, trends are driven by growers," said Amy Whitworth, owner of Plan-It Earth Design, a landscape design firm based in Portland, Oregon. "[That's] because no matter what is 'hot' online or in print, if you can't get it, you're going to come home with something that is in stock."

It's not as if tree growers are waiting to find out what people want. So, if it's a two-way street and trends are created by growers, then the choices growers make now will shape the trends of the future. They influence the cultural shifts of buying habits, according to Nicholas Staddon, plantsman and company spokesman with Everde Growers, a large wholesale grower based in Orange, California, with farms in multiple states.

Growers reported that more and more consumers are asking for landscape diversity, habitat, songbird and insect pollinator values, and other attributes. Mark Krautmann, owner of Heritage Seedlings and Liners in Salem, Oregon, said that ecosystem stewardship should be foremost among the values guiding the green industry.

"Stewardship requires husbandry, our advocacy and commitment to our personal part of the urban forest, and growing the right plants for specific sites," he said. "Moreover, thoughtful

design — an attractive integration of both natives and introduced ornamentals — can reduce our maintenance costs and give us a sense of ownership of habitat values when the natural world begs our active commitment to its robust health."

For many years, Nancy Buley, director of communications at wholesale tree breeder and grower J. Frank Schmidt & Son Co. in Boring, Oregon, has pushed the message that trees provide ecosystem services. She has noticed that this message is finally getting through now.

"The general public, consumers, are finally hearing the message that trees are essential to our health and well-being," she said. "They clean the air, produce oxygen, sequester carbon, cool our cities, reduce the heat island effect and improve mental health."

This information has been out there for years, but people are taking greater notice, she said.

"People are finally seeing that climate change is real, and it's happening here in our own back yards, and affecting us — wildfires, hurricanes, heat domes, torrential rains and floods, sea rise," Buley said. "People have learned that planting trees can help to mitigate some of the damage that we've done to our planet. And planting trees is something that just about everyone can do." »



Acer palmatum 'Mikawa Yatsubusa' is a top seller for wholesaler Eshraghi Nurseries in Hillsboro, Oregon.

PHOTO COURTESY OF HERITAGE SEEDLINGS AND LINERS

Trendy shade trees, part two

In a prior installment regarding shade tree trends, published in the August issue of *Digger*, we talked about flowering shade tree trends. This time, we will discuss shade trees that don't necessarily have prominent flowers, from *Acer* to *Zelkova*, and we'll also include some columnar and native options.

Acer

Japanese maples (*Acer palmatum*) have never stopped trending in Whitworth's memory, especially as there are so varieties and colors to choose from.

"I think it is definitely a tree that homeowners know," she said. "It's a requested tree. The red ones continue to be popular because they are different. But a lot of people have been living with them with verticillium wilt, but the homeowner doesn't necessarily know that. There are a



**BIRINGER
NURSERY**

WHOLESALE GROWERS OF
Fruit, Flowering & Shade Trees
Deciduous Shrubs
Espalier Apple & Pear
Combination Fruit Trees
Dwarf Fruit Cherries on Gisela™
Frost Peach®

Mt. Vernon, WA
(360) 848-5151 Fax (360) 848-5959
biringernursery@msn.com
www.biringernursery.com



D-Stake Mill

A Universal Forest Products Company

503-434-5525

1726 SW Highway 18, McMinnville, OR 97218 • www.dstakemill.com



• **Shipping Materials**

- Pallet repair boards, shipping gates, tilt sticks.

• **Custom Assembly**

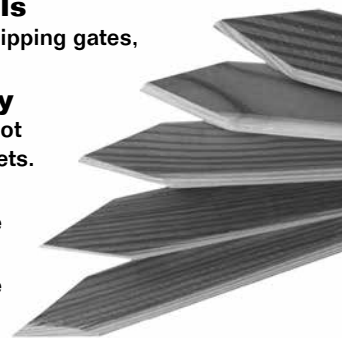
- Shipping racks, bare root crates and nursery pallets.

• **Planting Stakes**

- Multiple sizes available

• **Treated Lumber**

- Multiple sizes available



Lumber Products for All Nursery Needs

lot of maples in the urban forest, and we don't need more maples, I try not to put more than one on the property."

Eric Prescott is the manager at nursery retailer Farmington Gardens in Beaverton and Hillsboro, Oregon, which shares ownership with wholesaler Eshraghi Nurseries in Beaverton. "We grow lots of Japanese maple," he said "Mikawa yatsubusa" is the top tree."

Its dwarf stature — growing to 5 feet in 15 years — brings fall color in a heat tolerant plant to the patio area, as it can be grown in a container or a display garden. The unique overlapping leaves give it a bonsai affect. In 2015, it was award "Maple of the Year" by the North American branch of the Maple Society.

Coral bark Japanese maple (*A.p.* 'Sango-kaku', 20–25 feet tall by 15–20 feet wide, Zones 5–8) has been around for a while. Rose Potter, tree and shrub buyer at Farmington Gardens, believes it stays trending for its easy care, narrower and upright canopy and bright red bark that intensifies in color as temperatures dip

For the larger leaf maples, customers are gravitating to Pacific Sunset® maple (*A. truncatum* × *A.p.* 'Warrenred' PP7433, to Zone 4b) and Urban Sunset® maple (*A.t.* × *A.p.* 'JFS-KW187' 27545, to Zone 5) maples.

"People are still wanting maples, even if they're no longer a street tree," Potter said. "They are a nice backyard tree for a medium lot and for nice color."

Both varieties are adaptable to heat and drought conditions. Pacific Sunset has dark glossy leaves, vibrant orange to red fall color, and matures with a rounded crown on 30 feet tall by 25 feet wide tree. Urban Sunset grows fast but tops out at 35 feet tall and a narrow, pyramidal to oval 20-foot spread.

Although introduced in 2006, Buley puts Redpointe® maple (*A. rubrum* 'Frank Jr.' PP16769, 45 feet tall by 30 feet wide, Zone 5) as a still trending tree.

"It's a popular seller in both commercial markets and garden centers, to homeowners," she said. Because it is so very adaptable, has the distinct red fall color and has a nice broadly pyramidal



Nutrien Solutions

Visit your local Nutrien Solutions location today.

Cody Plath

Cornelius Branch | 503.640.2371

Broadacres North

9400 St. Paul Highway, Aurora, OR 97002
503-633-4562

Farm Store

20160 Main Street, St. Paul, OR 97137
503-633-4281

Home of the St. Paul Rodeo



Our team has the knowledge and experience
to assist you in making sound decisions.

www.marionag.com

- Custom Blending
- Dry Fertilizer
- Liquid Fertilizer
- Organic Fertilizer
- Lime & Dolomite Application
- Nutrition Programs
- Pest Management
- Testing & Analysis
- Seed Cleaning
- Sand Blasting
- Paint Shop



Marion Ag Service is proud to partner with Harrell's, LLC to bring you Polyon™ controlled release fertilizer



Trendy shade trees, part two

shape with a strong dominant central leader.

There are more columnar ones coming out in the future. “We note a strong interest in grafted Japanese maples, which is a bit of a surprise, since they’re grown in such abundance,” Krautmann said. “But they fit so flexibly in small yards.”

The primary *A.p.* varieties Krautmann sees trending are the red uprights — such as ‘Bloodgood,’ ‘Fireglow’ and ‘Emperor

1’ — and laceleaves such as ‘Tamukeyama’ or ‘Inaba Shidare’. Other red cultivars that are rising in popularity include the narrow-formed and slow-growing ‘Twombly’s Red Sentinel’ (15 feet tall by 6–8 feet wide; Zones 5–8) and the globe-shaped ‘Moonfire’ (20 feet tall and wide; Zone 5b).

Columnar trees

“We can’t grow columnar trees fast enough to meet current demand,”

Buley said. “They’ve been popular for a long time, but now more than ever are: Streetspire® Oak, Beacon® Oak, Armstrong Gold® Maple, Raspberry Spear® and Ivory Spear® crabapples.”

Thinner plants that take up less of a footprint are the hit of the trend. There are new releases, and then growers are going with the narrower forms of old favorites, according to Whitworth.

These trees check the boxes related to other categories, like the desire for more diversity (the oaks), the continued search for fall colors and better disease resistance.

“Streetspire was selected for its resistance to powdery mildew and anthracnose, which tends to be an issue in the seedling,” Buley said.

In backyard renovations going on, Prescott sees homeowners leaning toward small columnar trees like Armstrong Gold® (*A.r.* ‘JFS-KW78’ PP25301; 40 feet tall by 12 feet wide; Zone 4)

Expanding from maples, Whitworth calls out *Carpinus betulus* ‘Frans Fontaine’ and Black Tower Elderberry (*Sambucus nigra* ‘Eiffel01’) as the narrow, columnar counterpart to wider trees.

Upright European hornbeam (*Carpinus betulus* ‘Fastigiata’) is always a trending tree — especially as a street tree, Potter said. It’s nicely shaped, densely branched “and doesn’t drop stuff.”

“The trend for smaller oak leads to some terrific fastigiate oaks that are upright and much better behaved,” Staddon said. Crimson Spire™ (*Quercus robur* × *Q. alba* ‘Crimschmidt’, 40–45 feet tall by 15–20 feet wide; Zones 5–9), which is drought tolerant, adaptive to many soils and disease resistant.

“Basically, any columnar trees, if there is a new one of that that comes out, we try to pick it up pretty quick,” Brentano said. *Liquidambar styraciflua* ‘Slender Silhouette’ (35–50 feet tall by 4 feet wide, Zones 5–8) is a good example.

“Another Eastern U.S. native that merits wider use is *Carpinus caroliniana*,” Krautmann said. “Several firms have introduced new varieties that are more

Redpointe maple (*A. rubrum* ‘Frank Jr.’ PP16769) was introduced in 2006 and is still popular because it is very adaptable and has beautiful red color.

PHOTO COURTESY OF J. FRANK SCHMIDT & SON CO.



City Sprite zelkova (*Zelkova serrata* 'JFS-KW1' PP20996) is compact, which fits the landscape spaces more commonly seen today.

PHOTO COURTESY OF J. FRANK SCHMIDT & SON CO.



diminutive in mature size or columnar in shape as compared to common seedlings.

"A reasonable option that combines both attractive price and brilliant fall color advantages, the Wisconsin Red™ seedling strain offers consistently red, orange and yellow autumn leaves that set them apart from run-of-the-mill seedlings," Krautmann said.

Carpinus is one of Krautmann's favorite genera.

C. betulus 'Columnaris Nana' (Zones 4–8) is a compact, neatly upright semi-dwarf reaching up to 20 feet in as many years.

"It's tidy and not fussy if grown in a light container mix," he said. "You can stick it in a pot and let it grow there for a few years on a patio or deck. It's so formally attractive, with zero pruning care."

Krautmann also points to a new hybrid hornbeam, Skylark™ (*C. x 'Shelby'*, 25–35 feet tall by 10–15 feet wide, Zones 5–8), introduced by The Morton Arboretum via Heritage Seedlings, that combines the ease of care of *C.b.* 'Fastigiata' with the hardiness of *C.c.*

"It's an excellent street tree candidate," he said.

"Another charming, unusual hornbeam that always elicits a 'What's that?' response is Japanese Hornbeam (*Carpinus japonica*)," Krautmann said. "It's of globe form to 20 feet, with singularly beautiful sawtooth leaves and charming hanging fruits. They're hop-like in character and dangle beneath the foliage as if the



F&L LUMBER, INC

WHOLESALE LUMBER BROKERAGE



Specializing in Nursery Lumber Needs!

- Tilt Sticks
 - 1X1-8' or cut to your length
 - 2X2-8' or cut to your length
 - 1X2-8' or cut to your length
- Container/B&B Pallets
- Gates/Gate Boards
 - 1X4-8' or cut to your length
- Tree Stakes
- Shipping Racks & Gates

Call Michelle at **503.803.1175** or fax: **503.212.0160**

FLLUMBER@AOL.COM • WWW.FLLUMBER.COM

Where Great Customer Service is a Given!

We accept Visa and MasterCard

Quality Bark at Wholesale Prices

**Fir and Hemlock Bark • Sawdust
Compost • Hog Fuel • Fines
Rock, Chips, Bark Rock**

Marr Bros. Bark has been serving the area with quality products and competitive pricing for over 30 years. And we deliver anywhere in the Willamette Valley!

**When you want the best ...
Marr Bros. is your only choice!**

**Call 503-838-1830
to schedule a delivery**

Conveniently located at:
875 S. Pacific Hwy, Monmouth, Ore.



Trendy shade trees, part two

Skylark hornbeam (*Carpinus* × ‘Shelby’) is a new hybrid hornbeam is hardy and easy to care for — two things tree buyers look for. PHOTO COURTESY OF HERITAGE SEEDLINGS AND LINERS.



tree were decorated. We’ve seen a steady, if modest, bump in demand for this taxon and its Korean cousin, *Carpinus coreana*, with much smaller leaves, slower growth to 15 feet, and a bit better drought tolerance. Both are suitable for specimen use in small landscapes; neither is fussy.”

Zelkova

Overall, *Zelkova* are riding the trend and in high demand.

JFS’s City Sprite® *Zelkova* (*Zelkova serrata* ‘JFS-KW1’ PP20996) has a compact oval shape, keeping trim at 24 feet tall by 18 feet wide. It has a low maintenance habit and good fall color. City Sprite is a smaller version of the larger statured species and matures at a lower rate.

“It has really caught on, and the older it gets, the more we see just how nice it is,” Buley said.

These improved cultivars are in high

demand, as evidenced by JFS’s 2022 introduction of the slightly larger Zileration™ *zelkova* (*Zelkova serrata* ‘JFS KW4ZS’ P.A.F., 24 feet tall by 18 feet wide).

“It got snapped right up, first offering,” Buley said. They are expected to continue trending up.

Native trees

“Oregon native trees and pollinator-friendly trees continue to be really big,” Whitworth said. She lends attention to cascara (*Rhamnus purshiana*, 25 feet high by 20 feet wide) in the Pacific Northwest as it is a reasonably sized native tree for smaller spaces.

There are native selections of vine maple with interesting traits, including *Acer circinatum* ‘Pacific Fire’ with red stems, *A.c.* ‘Burgundy Jewel’ with purple leaves, and blooming serviceberry (*Amelanchier alnifolia*) with a short and narrow stature (4–15 feet by 6–18 feet).

“The native plant movement is influencing our efforts to develop cultivars of native trees,” Buley said.

In cities, there is a definite trend toward a preference for native trees in urban forests. “[It can be problematic] because there is nothing natural or ‘native’ about most urban planting sites,” Buley said. “The benefit of cultivars is that you have predictable shape and performance. Bur oak (*Quercus macrocarpa*) can be all over the map when grown from seed.”

There’s a place for unpredictability, but when trying to put an oak in a certain urban space, it’s good to know how it will perform and what shape it will take before planting.

That said, native oaks are trending up — bur, chinkapin, chestnut, swamp white oak.

“A lot of them are quite suitable for urban use, and depending on how they evolve, they can handle more pH,” Buley said. “Oaks are long lived and have good storm resistance, and good branching, and they are generally hard workers — durable and long-lived, although not many are in commerce, for a variety of reasons.”

Urban foresters are asking for chinkapin and chestnut oak, but they are not used much. Instead, it leads to a chicken-or-the-egg situation: “If we grow them, people will specify them, and there will be trees there when people want them,” Buley said. “But it’s complicated to have the tree supply there. For instance, with chestnut oak, we haven’t grown them for a long time and there are not very many, but they have nice orange colors.”

As part of the native trend, Farmington Gardens has been selling a lot of *Populus tremuloides* (quaking aspen). Customers see the white bark, and they want it.

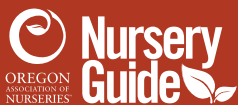
Although drought tolerant trees of any kind are huge, the demand by homeowners for manzanitas is “off the charts,” according to Whitworth. ☺

Tracy Ilene Miller is a freelance writer and editor who covers several topics, including gardening and the nursery industry. She can be reached at tmillerwriter@gmail.com.

PRINT AND DIGITAL ADVERTISING
for nursery growers, suppliers and service providers



ADVERTISING OPPORTUNITIES FOR:



NurseryGuide.com

Digger Magazine

OAN MEMBER UPDATE

AND MORE!

Looking to grow? The Oregon Association of Nurseries offers a wide range of well-integrated advertising tools that will hit your desired targets. Our respected publications and engaging events provide valuable opportunities to help you achieve your sales and marketing goals. From print to digital to in person at the Farwest Show, the OAN reaches key nursery industry decision-makers. **Contact Curt Kipp**, director of publications, at 503-582-2009 or ckipp@oan.org.



DOWNLOAD THE OAN MEDIA KIT • www.oan.org/ads

EMPLOYMENT

ASSISTANT FARM MANAGER

Ekstrom Nursery in Gresham, Oregon is looking for a career oriented individual to work in multiple areas. We are looking for an experienced individual who has a strong work ethic, is disciplined, motivated for personal and professional growth and committed to the vision of our company. We have 200 acres of container, field and bare root ornamental plants. Customer base includes retail, re-wholesale and growers. The person will work closely with the owners in all aspects of container, B&B and bare root production. This is a career opportunity for a person who is interested in diverse plant production and nursery business.

Responsibilities and Qualifications

- 1) Experience in ornamental nursery production and propagation related to field, container and bare root.
- 2) Oversee all aspects of our container production.
- 3) Assist in crew management of field production practices and techniques.
- 4) Assist with supervising scheduling daily and weekly.
- 5) Must be self-motivated or to work with a group.
- 6) Possesses strong communication skills, interpersonal skills, person of good character.
- 7) Computer knowledge, abilities, and bilingual (English/Spanish) language desired.
- 8) Strong work ethic, positive attitude.
- 9) Valid driver's license.
- 10) Ability to work with various types of agricultural equipment, tractors and implements.
- 11) Have leadership skills to make decisions, motivate employees.

Compensation: Salaried position is DOE and includes benefits package. Please send resumes to ekstrom.nsy@gmail.com

HELP WANTED

For jobs and key employees throughout California and the Northwest, call Florasearch, Inc. You know us. For more than three decades we have been bringing together key people and excellent companies in the nursery and greenhouse industries and allied trades. Check our references. Confidential. Employer pays fee.

Florasearch, Inc.
1740 Lake Markham Rd.
Sanford, FL 32771
Ph (407) 320-8177
Fx (407) 320-8083

Website: www.florasearch.com
Email: search@florasearch.com

Digger

EMPLOYMENT

PRODUCTION ASSISTANT & INVENTORY COORDINATOR

Patterson Nursery Sales, Inc. Eagle Creek, OR., an employee owned company (ESOP), is seeking a self-motivated skilled individual to assist in maintaining plant inventories thru all production cycles. Primary duties include, but not limited to, facilitating the harvest of market ready plants and assisting in the coordination of staging for shipment.

- This individual must have the ability to work in a team environment capable of coordinating multiple tasks simultaneously in a fast-paced setting.
- Must be able to work under inclement weather conditions (hot, cold, and rain)
- Willingness to learn new jobs and skills.
- Spanish/English preferred (but not required).
- Computer skills preferred (but not required)
- Basic reading, writing and math skills.

PRODUCTION MANAGER, PRT

As a member of the local management team you will have the opportunity to work with the most innovative conifer seedling producer in the industry with a focus on customer satisfaction and continuous improvement. Reporting to the Senior Production Manager, you will oversee all aspects of greenhouse and open compound seedling production as part of an experienced team that takes pride in meeting our customer expectations. Your focus will include crop culture, continuous improvement activities, customer focus, and safe work procedures. Compensation, Benefits & Workplace Culture: •Highly competitive annual salary matching your level of experience and ability •Bonus incentive program – up to 10% of annual salary •Matching 401K program •Comprehensive benefits package inclusive of extended health and dental •Relocation allowance (if applicable) •Our PRT nurseries are vibrant and fun communities

EMPLOYMENT

GENERAL MANAGER

Cascadian Nurseries is looking for the right person to manage the day to day operations of this mid-size nursery and work with staff to take the nursery into the next generation. This person will continue to build relationships with landscape associations, customers and suppliers. More company information can be found at www.cascadiannurseries.com.

Duties: •Run the day to day operations of the nursery. Supplement current team as necessary to provide a complete and sufficient workforce to achieve company goals. Develop team to establish a first-class, effective organization. •Evaluate the nurseries competitive situation, strengths and financial returns. In concert with management team, create and implement a strategy that results in a strong competitive position and appropriate returns. •Be the face of the organization to the customer and business communities. Create and sustain a position of high quality, customer service, equitable practices and relationships. •Strong business management practices to maintain company's position as a producer of superior top quality plants. •Oversee all company operations, ensure strong operations, and internal controls. •Maintain excellent communications among employees. •Strong planning and organizational skills required. •Manage the nurseries inventory, and product mix to meet customer needs.

Qualifications: • Passionate about the nursery/landscape industry. Willing to take the business to the next generation, such as implementing new technology. • B.A. required, with emphasis in business administration and/or horticulture, greenhouse, or nursery management preferred.

Experience: Three to five years managerial experience at a horticulture business. Overall seven to ten years related experience or equivalent combination of education and experience required. Demonstrated progression in management of horticulture company preferred.

Computer Skills: Experience with Microsoft Office preferred. Able to manage company website and internet applications. We use Sage 100 for our accounting, inventory, and sales.

Apply: Please send resume to Cascadian Nurseries, 8900 NW Dick Rd., Hillsboro, OR 97124 or email to jim@cascadiannurseries.com.

NurseryGuide.com

FPO

INSIDE SALES REPRESENTATIVE

TSW Nursery Sales Inc. is seeking a plant-knowledgeable inside sales representative with 3-5 years of sales experience. The perfect candidate must be proficient in MS Office Suite and Quickbooks software, provide excellent customer service, have strong verbal and written communication skills, manage their time, and be organized. Salary commensurate with experience.

Please mail or email cover letter and resume to:

TSW Nursery Sales, Inc.
Attn: Human Resources
P.O. Box 1217,
Wilsonville, OR 97070
accounting@tswnurserysales.com

Classified ads work!

Email us at ads@oan.org
or call 503-682-5089

crop production teams. Strong planning, organization, and time management skills •Knowledge or experience with continuous process improvement in a production environment •Ability to problem solve and conduct root cause analysis Location: PRT Hubbard is located in Hubbard OR, a small town with a big heart. Hubbard is in Marion County about 45 minutes from the Portland Airport. A pleasant climate, the city of Hubbard offers excellent recreational facilities, including equestrian and wine tours, golf and nearby swimming pools. A quick drive east of the city to Mount Hood, offers four seasons of fun. Just 90 minutes to Oregon's rugged coastline and quaint beach towns with family attractions such as public beaches, artistic enclaves, delectable meals and surfing. PRT's Nursery location is a 28 acre site, with 30+ species, 70+ products, grown in greenhouses and outdoor compounds. Please check out our Career video at [youtube.com/watch?v=AsvfZdw_9m0](https://www.youtube.com/watch?v=AsvfZdw_9m0) Please apply on the website at www.prt.com/careers/current-job-postings.

EMPLOYMENT

ASSISTANT FARM MANAGER

Ekstrom Nursery in Gresham, Oregon is looking for a career oriented individual to work in multiple areas. We are looking for an experienced individual who has a strong work ethic, is disciplined, motivated for personal and professional growth and committed to the vision of our company. We have 200 acres of container, field and bare root ornamental plants. Customer base includes retail, re-wholesale and growers. The person will work closely with the owners in all aspects of container, B&B and bare root production. This is a career opportunity for a person who is interested in diverse plant production and nursery business.

Responsibilities and Qualifications

- 1) Experience in ornamental nursery production and propagation related to field, container and bare root.
- 2) Oversee all aspects of our container production.
- 3) Assist in crew management of field production practices and techniques.
- 4) Assist with supervising scheduling daily and weekly.
- 5) Must be self-motivated and able to work with a group.
- 6) Possesses strong communication skills, interpersonal skills, and person of good character.
- 7) Computer knowledge, abilities, and bilingual (English/Spanish) language desired.
- 8) Strong work ethic, positive attitude.
- 9) Valid driver's license.
- 10) Ability to work with various types of agricultural equipment, tractors and implements.
- 11) Have leadership skills to make decisions, motivate employees.

Compensation: Salaried position is DOE and includes benefits package. Please send resumes to ekstrom.nsy@gmail.com

HELP WANTED

For jobs and key employees throughout California and the Northwest, call Florasearch, Inc. You know us. For more than three decades we have been bringing together key people and excellent companies in the nursery and greenhouse industries and allied trades. Check our references. Confidential. Employer pays fee.

Florasearch, Inc.
1740 Lake Markham Rd.
Sanford, FL 32771
Ph (407) 320-8177
Fx (407) 320-8083
Website: www.florasearch.com
Email: search@florasearch.com

Digger

EMPLOYMENT

PRODUCTION ASSISTANT & INVENTORY COORDINATOR

Patterson Nursery Sales, Inc. Eagle Creek, OR., an employee owned company (ESOP), is seeking a self-motivated skilled individual to assist in maintaining plant inventories thru all production cycles. Primary duties include, but not limited to, facilitating the harvest of market ready plants and assisting in the coordination of staging for shipment.

- This individual must have the ability to work in a team environment capable of coordinating multiple tasks simultaneously in a fast-paced setting.
- Must be able to work under inclement weather conditions (hot, cold, and rain)
- Willingness to learn new jobs and skills.
- Spanish/English preferred (but not required).
- Computer skills preferred (but not required)
- Basic reading, writing and math skills

EMPLOYMENT

PRODUCTION MANAGER, PRT

As a member of the local management team you will have the opportunity to work with the most innovative conifer seedling producer in the industry with a focus on customer satisfaction and continuous improvement. Reporting to the Senior Production Manager, you will oversee all aspects of greenhouse and open compound seedling production as part of an experienced team that takes pride in meeting our customer expectations. Your focus will include crop culture, continuous improvement activities, customer focus, and safe work procedures. Compensation, Benefits & Workplace Culture: • Highly competitive annual salary matching your level of experience and ability • Bonus incentive program – up to 10% of annual salary • Matching 401K program • Comprehensive benefits package inclusive of extended health and dental • Relocation allowance (if applicable) • Our PRT nurseries are vibrant and fun communities

EMPLOYMENT

GENERAL MANAGER

Cascadian Nurseries is looking for the right person to manage the day to day operations of this mid-size nursery and work with staff to take the nursery into the next generation. This person will continue to build relationships with landscape associations, customers and suppliers. More company information can be found at www.cascadiannurseries.com.

Duties: • Run the day to day operations of the nursery. Supplement current team as necessary to provide a complete and sufficient workforce to achieve company goals. Develop team to establish a first-class, effective organization. • Evaluate the nurseries competitive situation, strengths and financial returns. In concert with management team, create and implement a strategy that results in a strong competitive position and appropriate returns. • Be the face of the organization to the customer and business community. Create and sustain a position of high quality, customer service, equitable practices and relationships. • Maintain strong business practices to maintain company's position as a provider of superior top quality products. • Oversee all company operations, ensure strong operations, and internal controls. • Maintain excellent communications among employees. • Strong planning and organizational skills required. • Manage the nurseries inventory, and product mix to meet needs.

Qualifications: • Passionate about the nursery/landscape industry. Willing to take the business to the next generation, such as implementing new technology. • B.A. required, with emphasis in business administration and/or horticulture, greenhouse, or nursery management preferred.

Experience: Three to five years managerial experience at a horticulture business. Overall seven to ten years related experience or equivalent combination of education and experience required. Demonstrated progression in management of horticulture company preferred.

Computer Skills: Experience with Microsoft Office preferred. Able to manage company website and internet applications. We use Sage 100 for our accounting, inventory, and sales.

Apply: Please send resume to Cascadian Nurseries, 8900 NW Dick Rd., Hillsboro, OR 97124 or email to jim@cascadiannurseries.com.

NurseryGuide.com

REPRESENTATIVE

TSW Nursery Sales Inc. is seeking a plant-knowledgeable inside sales representative with 3-5 years of sales experience. The perfect candidate must be proficient in MS Office Suite and Quickbooks software, provide excellent customer service, have strong verbal and written communication skills, manage their time, and be organized. Salary commensurate with experience.

Please mail or email cover letter and resume to:

TSW Nursery Sales, Inc.
Attn: Human Resources
P.O. Box 1217,
Wilsonville, OR 97070
accounting@tswnurserysales.com

Classified ads work!

Email us at ads@oan.org
or call 503-682-5089

EMPLOYMENT

IN-HOUSE SALES REPRESENTATIVE

Patterson Nursery Sales, Inc. located in Eagle Creek, Oregon is searching for an experienced In-House Sales Representative. We are unique in that we are both a Grower as well as a full-service brokerage of Ornamental Nursery Stock. Our mission is to supply the finest plant material available through exceptional service. We ship throughout the USA and Canada. A successful candidate will maintain existing customer accounts as well as develop new accounts. In conjunction with those primary duties, he or she will also maintain, develop, and cultivate strong vendor relationships. Candidate needs to be extremely self motivated, quality driven, and possess a high work ethic. Must be a team player with extensive industry experience. Vehicle provided for to and from work as well as significant local travel visiting our suppliers and customers. Minimal over out of area travel required. Excellent benefit package and competitive compensation on DOE. If we interest you, apply! All applicants confidential. Please send resume to Jason@PattersonNurserySales.com



We are always looking for career oriented individuals. Our operations include wholesale grower, landscape contractor sales, and retail. If you have the interest and skills needed to join our team, please apply. We are growers of field grown ornamentals.

We are looking for people in the following areas:

- Sales / Customer Service (Wholesale/Retail)
- Production / Growers / Supervisors
- Shipping & Receiving
- Inventory / Office Mgmt & Admin / Purchasing
- Pesticide / IPM Managers & Applicators
- Irrigation Management / Skilled Laborers
- Outside sales throughout U.S. & Canada
- Controller / Accounting Manager
- Horticultural Website Developer

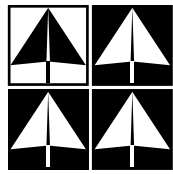
Applicants with specific work experience or education in the nursery industry is desired. Computer skills, Spanish / English bilingual, plant ID knowledge and equipment operation skills also preferred.

Pay commensurate with experience. Benefits to include: Paid vacation and sick leave, paid holidays, medical and dental insurance. Respond with resume to hr@loennursery.com to the specific job for which you qualify.

For more information, please visit us online at www.loennursery.com

PLANT MATERIAL

Northwest Natives



Bare Root Native Plants

Acer, Alnus, Amelanchier, Betula, Conifers, Cornus, Fraxinus, Holodiscus, Lonicera, Mahonia, Malus, Physocarpus, Populus, Rosa, Salix, Spiraea, Symphoricarpos, Wetland Plants

Over 300 species of source identified natives

Fourth Corner

PLANT MATERIAL

Rhododendrons

The place

TALL RHODODENDRONS

Available up to 12' tall.

Lots of **great ideas** with tall.

Hidden Acres Nursery

Sherwood, OR

503-625-7390

www.hiddenacresnursery.net

Rootstock

TRECO®

THE FOUNDATION OF YOUR ORCHARD STARTS HERE.

PREMIUM QUALITY OREGON ROOTSTOCK

TRECO® offers the finest apple rootstock, hazelnut trees and softwood cuttings.

SUPPLIES

WILLAMETTE NURSERIES

YOUR SOURCE FOR ORNAMENTAL SEEDLINGS, FRUIT TREE ROOTSTOCK, CUTTING LINER VARIETIES & MORE.

We specialize in understock for flowering, fruiting and shade.

www.willamettenurseries.com

Excellent quality. Outstanding service.

25571 S. Barlow Rd. Canby, OR 97013

503-263-6405

Toll-Free: 1-800-852-2018

E-Mail: willamette@canby.com

REAL ESTATE

LAND WANTED

Cut flower grower looking to buy 1-3 acres land to expand operation within 30-45 min of Portland, OR. Must have access to water. Please email rita@armossdesigns.com, 503-478-4478 with opportunities.

CLASSIFIED ADS WORK!

ads@oan.org

FPO

and Ground Cover Specialist

Growers of Quality, Healthy, Ready-to-Sell Plants.

Phone: 503-632-4787

Fax: 503-632-5412

CONTRACT GROWING YEAR ROUND

21200 S. Ferguson Rd. Beavercreek, OR 97004

www.beaverlakenursery.com

Digger

PHONE

503-682-5089

EMAIL

Info@oan.org

ONLINE

www.oan.org/publications



Reach more customers!

To place an ad, email us ads@oan.org or call 503-682-5089

GROWING KNOWLEDGE

Series content is coordinated by Dr. Jay Pscheidt, professor of botany and plant pathology at Oregon State University in Corvallis, Oregon.



Oregon State
University



An ongoing series provided by
Oregon State University
in collaboration with the United
States Department of Agriculture
and in partnership with the
Oregon Association of Nurseries



Fig. 1 Pacific flatheaded borer larvae (*Chrysobothris mali*) as seen on a branch. The life cycle of this pest still not well understood. Researchers hope to get answers that will help them better manage the pest. PHOTO BY CHRIS HEDSTROM.

The fight against flatheaded borers

Researchers study nursery and orchard pest with an eye toward better management methods

BY LLOYD NACKLEY, MELISSA SCHERR, ERICA RUDOLPH, HEATHER ANDREWS AND NIK WIMAN

OREGON STATE UNIVERSITY researchers from the Nackley (nursery) and Wiman (orchards) programs have teamed up with scientists from across the country to study the biology and management of flatheaded borers.

Flatheaded borers are beetles, from the order *Coleoptera* and the *Buprestidae* family, that can be devastating pests of ornamental trees grown in nurseries, transplanted landscape trees, trees grown for wood or other products, and fruit and nut crops.

This four-year project is part of a \$6 million federal project titled Flatheaded Borer Management in Specialty Tree Crops (SCRI # 2020-51181-32199) led by Karla Addesso, Department of Agricultural and Environmental Sciences at Tennessee State University and 25 other researchers from the University of

California, Clemson University, University of Florida, North Carolina State University, University of Georgia, University of Tennessee, Rutgers University, Texas A&M, and USDA-ARS.

Flatheaded borers can be serious pests of nursery trees and tree nut and fruit crops in the Pacific Northwest.

In particular, two flathead borers in the genus *Chrysobothris* — *C. femorata* (flatheaded apple tree borer) and *C. mali* (Pacific flatheaded borer) — damage many different deciduous trees and shrubs grown commercially, weakening or even killing trees by girdling the trunk or branches. A third species, *C. nixa*, attacks cedar and juniper nursery trees.

The flatheaded apple tree borer is a common pest in the Eastern and Central United States, while the Pacific flathead- ➤



Fig. 2 Pacific flatheaded borer adult is a nursery pest only found west of the Rocky Mountains. Two other *C.* species are also found in the region. PHOTO BY CHRIS HEDSTROM.

ed borer and flatheaded cedar borer are only found west of the Rocky Mountains. The Pacific Northwest region is home to all three species.

The project focuses on six strategies:

1. **Identification.** Currently there is great difficulty in identifying *Chrysobothris* to species, particularly those in the *C. femorata* complex, whose economically important members remain unresolved taxonomically. From a management perspective, it is imperative to know what species we are targeting, as closely related species may have different host preferences, seasonal phenologies, and thus management requirements. In addition, eastern flatheaded borer species could threaten commercial nursery production and landscapes in the western U.S., and vice versa, if introduced and established. Consequently, accurate diagnostic identification of adult and larval life stages for *Chrysobothris* is critical to regulatory efforts at safeguarding interstate commerce of nursery and orchard

stock. Our project is developing new molecular tools for species identification.

2. **Life-cycle biology.** Currently there is limited understanding of the basic ecology and life history of key *Chrysobothris* pests. The oviposition timing of flatheaded borer females is still poorly understood, hindering our ability to accurately time pesticide sprays. Likewise, the relationship between female host selection behavior and larval success is unknown. We do not know if females are targeting specific stressed trees displaying cues more suitable for larval survival or if they are randomly ovipositing in crops and larval infection success is an independent process. The answers to these questions will direct future management strategies. Our project is developing improved knowledge of the phenology, life history and spatial distribution of flatheaded borer species.

3. **Monitoring.** Currently it is unknown how flatheaded borers target trees. We know that *Chrysobothris* color preferences in the red and violet range can be exploited in trapping strategies. In addition,

Chrysobothris are regularly captured on freshly cut stumps, suggesting that volatiles may play some role in the ecology of host location. But to date, no lure tested has performed consistently better than a blank purple panel or prism trap. This project is developing new lures and trapping methods.

4. **Improved cultural practices.** Understanding what makes a tree susceptible or resistant to flatheaded borers can lead to production practices that minimize the likelihood of a crop being attacked by flatheaded borers. For example, it has been consistently observed that damage often begins near a bud union or other wound. It also has been observed that attacks are concentrated on the sunny (south) side of trees. By orienting the bud unions of test plants to the north, LeBude and Adkins reduced attacks compared to trees with bud unions facing south, southeast, or southwest. Fast-growing cultivars of red maple may suffer less damage than slower-growing varieties and stress from drought and defoliation appear to contribute to attacks. Therefore, improving plant vigor



Researchers have noted that damage from flatheaded borers occurs near bud unions and other wounds on branches or trees. PHOTO BY CHRIS HEDSTROM.

may reduce susceptibility to flatheaded borers.

5. **Identify new conventional, organic and biological management options.** Insecticide efficacy trials have been conducted in nursery trees, but not in orchard systems. Over-reliance on an insecticide-only management strategy rather than an integrated approach increases the likelihood of poor control and insecticide resistance. Because imidacloprid has been the only consistent, long-term flatheaded borer treatment option, amounts applied to specialty crop acreage may have already exceeded the label per acre limits. This project is investigating the efficacy of new sprays and improved timing of spray applications

6. **Consumer preferences and economic impacts.** The costs and benefits of any particular management practice depend on the crop in question, the age of the trees, the size of the operation and other market factors. Cost-benefit budgets associated with each management method will allow growers to optimize management practices >>



Fig. 3 Swelling associated with borer larvae in red maple. PHOTO BY LLOYD NACKLEY.



6494 Windsor Island Rd N
Keizer, Oregon 97303

Strawberries
Raspberries
Blackberries
Grape Vines

503-393-8112
Fax: 503-393-2241
www.weeksberry.com
plants@weeksberry.com

Blueberries
Asparagus Roots
Rhubarb Roots
And Much More!



SMALL FRUIT SPECIALIST
The Very Finest Quality!
Call or Write Today!





HORTICULTURE IS UNPREDICTABLE, WE ARE NOT.





Planting and harvesting is stressful enough.

Let UFP Industrial alleviate some stress with our deep knowledge of agriculture and horticulture products. We have everything you need including:

- greenhouse and nursery containers
- bamboo
- trellises
- tree stakes

- greenhouse film
- shipping and retail ready racks
- load gate solutions
- tilt sticks

With good planning and communication, we help our customers stay ahead of supply chain shortages and lead times. We've also increased our inventory at our warehouse on key items for immediate shipping. **For competitive pricing, and total confidence, call Kelsey Dean 503.951.3929**



T&R LUMBER

A UFP INDUSTRIAL COMPANY

TRLCOMPANY.com



UFP INDUSTRIAL

A UFP INDUSTRIES COMPANY

UFPINDUSTRIAL.com

kelsey.dean@trlcompany.com
P 503.951.3929



Fig. 4 Researchers are looking at how to best trap flatheaded borers and have experimented with different color traps to see what works best.
PHOTO BY ERICA RUDOLPH.



NURSERY GRADE: BARK, SOIL & CUSTOM MIXING

LARGE QUANTITIES AVAILABLE!

Delivery available throughout
Oregon - 7 days a week!



(888) 345-9085
www.laneforest.com



LANE

FOREST PRODUCTS
The company to grow with

based on their particular needs. Consumer responses to changes in management practices, particularly with the use of neonicotinoid replacements, will also need to be addressed. This project also is evaluating consumer and grower preferences to optimize impact of research products.

If your nursery is impacted by borers and you would like to participate in this research, please contact us at

Lloyd.Nackley@OregonState.edu. We are scouting on farms all summer and would like to work with you too.

This work is supported by Specialty Crop Research Initiative (grant no. 2020-51181-32199) from the USDA National Institute of Food and Agriculture. ©

Dr. Lloyd Nackley is an assistant professor and researcher at Oregon State University. Melissa Scherr is a research associate in entomology at OSU and can be reached at melissa.scherr@oregonstate.edu. Erica Rudolph is a graduate research assistant at OSU and can be reached at rudolph@oregonstate.edu. Heather Andrews is an orchard crops faculty research assistant at OSU and can be reached at heather.andrews@oregonstate.edu. Nik Wiman is an associate professor at OSU and can be reached at nik.wiman@oregonstate.edu.



Digger MARKETPLACE

Supplies for Small Growers

SEED STARTING

Pots Trays Inserts
Plug Trays

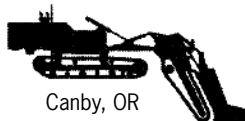
Labels - large variety size, color & shape of blank plant pot & row markers

Weed control, fertilizer, tapes & ties, watering, and more

www.amazon.com/shops/AAAMercantile

HOSTETLER FARM DRAINAGE 503-266-3584

- Plastic Tubing 3"-24" • Laser Grade Control • Open Ditch for Buried Irrigation • Plows and Trenches • Pot-n-Pot Drainage • Oldest Drainage Firm in Oregon • Newest Subsurface Irrigation Techniques



Canby, OR

**Materials and
Technical
Assistance
Available**



**Quality Young Plants and Liners
From Tissue Culture and Clean Stock**

- Woody Ornamentals
- Flowering Shrubs
- Small Fruits
- Grasses and Ferns
- Perennials and Vines
- Conifers

MeridianYoungPlants.com
info@myplants.sale • 360-312-4217



Office: 503.782.7700

TheNurseryOutlet@gmail.com

www.thenurseryoutlet.us

17126 Edwin Rd NE Woodburn, OR 97071

WHOLESALE GROWERS

Motz & Son Nursery

SHADE & FLOWERING TREES
FRUIT TREES
Dwarf, Semi-Dwarf & Standard
COMBINATION FRUIT TREES (4 in 1)
Semi-Dwarf & Standard
ESPALIER APPLES
Semi-Dwarf, Combination & One Variety
WALNUTS & FILBERTS
DECIDUOUS SHRUBS

www.motzandson.com

11445 N.W. Skyline Blvd.

Portland, Oregon 97231

Phone 503-645-1342

FAX 503-645-6856



B&B Spruce 4 to 24 feet
Chamaecyparis • Fir • Pine
Japanese Maple • Poodle Pine
Cut Christmas Trees



(503) 630-4349

FAX (503) 630-7542

PO Box 598 — Estacada, OR 97023

Hiring?

Work with us!

Digger magazine
employment
classifieds are
THE go-to
resource for
skilled nursery

professionals in search of their next
opportunity — and companies in
search of the perfect team member.

To place an ad, contact **Bill Goloski** at
503-682-5089 or ads@oan.org.

View ads online at www.oan.org/jobs.



Schurter Nursery

Arborvitae—Emerald green
Virescens
Boxwood
Japanese Maples
Otto Luyken
Skip Laurel

Various sizes & Varieties

503-932-8006

**Are you looking to save on
office supplies?**

**OAN members
can receive
discounts,
free shipping
and next-day
delivery on
office supplies.***



Contact **SWeihrauch@oan.org** for details.

* The OAN participates in Staples Business Advantage®. Free shipping and next-day delivery available for some purchases more than \$50. Visit www.oan.org for more.

A strong crop of leaders

I am a firm believer of the axiom that “The times produce the leaders an organization needs.”

In my 17 years at the Oregon Association of Nurseries, including 12 as your executive director, this self-evident truth has proven itself. When disruption is matched by opportunity, chaos produces a clear and sane voice, where extreme points of view give way to a balance that serves every member of the association.

While the work of the OAN Board of Directors and our volunteer leaders goes unnoticed by a vast majority of the membership, it is important to recognize that our current bumper crop of visionaries has been serving faithfully in turbulent times. I could not be prouder.

The shoulders of giants

I am now shouting distance away from being the longest serving executive director in the association's history. When I started as your government relations director, I knew that the makeup of the membership was one I was fully committed to working to my highest capacity possible. You deserve that effort, and I hope I have proven up to the task.

Be as that may, the legend is Clayton Hannon. No other executive director has shaped and molded the association to the same degree, working tirelessly with the titans of our growing industry to make it what it is today.

Before every event — and when I am semi-cogent in a column — Clayton often sends me a note of support. He is one of my biggest fans and a mentor I treasure. The leaders and industry stand upon the foundation and commitment of those who served before us. Trust is what every leader that has led this organization has given us. That's why we work so hard for you.

A second generation rises

Look at the names on the roster of our board of directors. We are amid the second great generation of OAN leaders. Their temperament, judgement and vision were forged in the fires their parents endured.

Let's not sugarcoat it. Our current leaders face intense pressure considering that their parents built this organization from a

support network on the cusp of greatness to a national power broker.

I can tell you from my front row seat, this crop of leaders is exemplary. Each brings a voice, perspective, and expertise to the OAN. It is not about THEM, not about personal agendas or points of view that are dug in deep. It is about service. Service to the membership.

This last year was one of the toughest political years in my time at the association. Most leadership teams crack and get divided. We did not have uniformity on all issues but the association's “voice” remained united and strong.

Back in June, the association's Executive Committee had a one-day retreat over in Tillamook and it was a family affair. I love it. My youngest daughter, Carolyn, now a junior at Washington State University College of Nursing, remarked that she used to look after many of the kids running around at our annual convention. She remarked how much they have grown. That stopped me — she was a young, tow-headed girl of 4 when I started working for you.

When we all went for a meal, the cacophony of excitement — the kids enjoying sodas, their parents enjoying beers, everyone enjoying pizza — was proof enough for me that the Oregon nursery way of doing things builds long lasting relationships in an industry that matters.

Gifted advocates are the difference

I mentioned this was a difficult year politically, and it was. Change is needed in the state and national level, so when ballots are mailed in October, VOTE. Yes, there are endorsement suggestions by the Oregon Nurseries' Political Action Committee (ONPAC), but in the end, it is YOUR VOICE that counts.

Legislators have enormous power over your business. Thinking otherwise is nice, but more can be done with a stroke of a pen to erect barriers to success than almost any other market condition. I can say without hesitation that the volunteer leaders who advocate on your behalf in the state capitol and in Washington, D.C. are elite. That is not by accident. They are trained every year for the situations and issues they will lead us through.



Jeff Stone
OAN EXECUTIVE DIRECTOR

Your board and your Government Relations Committee are more and more influential. That is directly tied to their work on the front end. There are no short cuts for success, and they make a difference. Want to lend your voice? Giddy up and join us.

An industry thank you

Two special thank yous. First to our outgoing president Josh Robinson. His commitment, vision, and engagement at all levels is the hallmark of a tremendous leader. You are a brother, a friend, and someone I admire to my core.

The Robinson family endured a grueling year and are often not thanked enough. Josh's spouse Ashley is amazing. The kids — they get to see their dad pulled in a thousand different ways, but he keeps his eye on being a father first. So, Kaden, Thomas, and William — thank you for sharing your dad!

I am normally a little maudlin when a leader terms out of board service. Kyle Fessler is the son of a titan of the industry. He has been a difference maker at the chapter level, a champion as the chair of the Government Relations Committee, and finally, a transformational leader and president of the association.

Kyle Fessler should be considered as a member of the Mount Rushmore of OAN leaders. Nobody took on the toughest issues like Kyle. When he spoke, U.S. Senators, Congressmen and governors listened.

While Kyle is formally leaving the state board, his service continues with the Horticultural Research Institute leadership program, where he will lend his considerable skills to our national association. I am a better leader because of Josh and Kyle, and we are a better as an association. Thank you both for your service to the industry. ©

Cost-effective Pots

Anderson's *NEW* #5 Squat

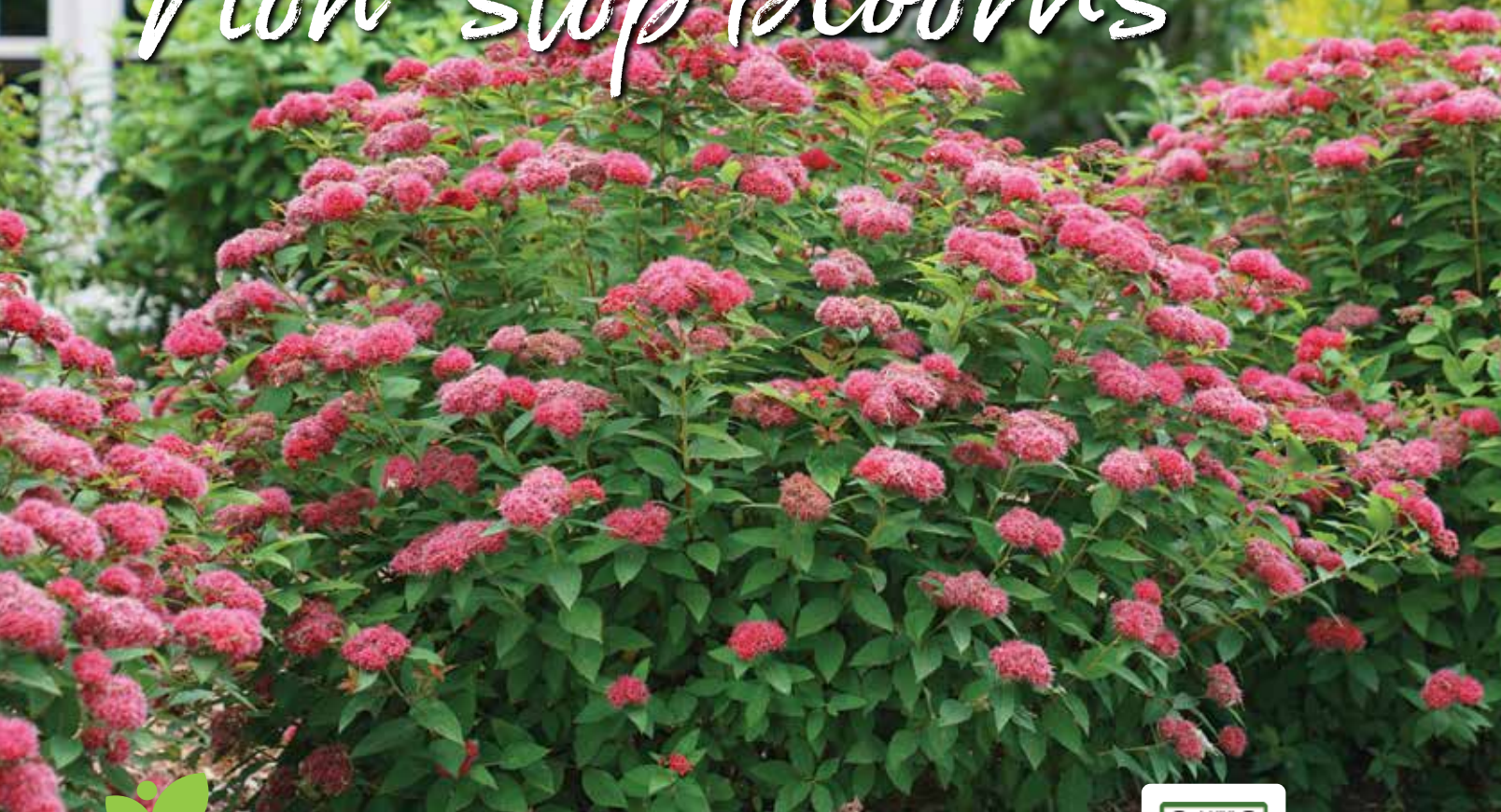


This tough 100% recyclable pot features superior denesting to reduce your labor costs.



www.andersonpots.com • 503.654.5629 • info@andersonpots.com

Non-stop blooms



DOUBLE PLAY DOOZIE®

Spiraea x



A groundbreaking seedless spirea, Double Play Doozie® puts all its energy into creating wave after wave of red-pink flowers from early summer through frost.

Make sure you have plenty in stock, it's the 2022 flowering shrub of the year!



- Continuous bloomer • Sterile
- Red spring foliage • Quick to produce



DOUBLE PLAY DOOZIE®
Spiraea x 'NCSX2' pp30,953; cbrat
USDA zone 3-8, full sun, part sun
2-3' tall and wide


**Spring
Meadow.**

www.springmeadownursery.com



Contact Kaylee Hardy, West Coast Account Representative • 616-414-7382 • 800-633-8859