

November 2013



WEST MICHIGAN NURSERY & LANDSCAPE ASSOCIATION

WMNLA News

President's Message

We had a strong turnout for our November membership meeting where Dr. Bob Schutzki of MSU presented "Environmental Benefits of the Everyday Landscape". As usual, the lunch was great, our speaker was great, and the networking and camaraderie between our members was fantastic.

I hope that as the landscape and garden season winds down (for some of us), that more of our members can attend and enjoy our upcoming membership meetings. These meetings are the best place to get to know other members and build your network, while also learning from our diverse group of speakers.

This December 18 we have John Bedford from the Michigan Department of Agriculture and Rural Development discussing Exotic Forest Pests : Let's Keep Them Out of Michigan. This is an important topic that all our members can benefit from learning more about. Our members are on the front lines of being in positions to identify and respond to these pests, and John will surely have some good information to share.

Amy Frankmann, executive director of MNLA, will also be at our meeting to give an update on happenings at the state level of our

association.

In January, a talk you won't want to miss will be Kelly Oates from Walters Gardens speaking about "Hybridizing New Garden Plants: How-to for the Home Gardener or Professional". I've seen Kelly give this talk and personally invited her to speak for our association because I know she is enthusiastic and passionate about plants and the intensive process of developing and testing new varieties. It's a blend of science, art, and sometimes a little bit of luck as well, and Kelly shares her knowledge and experience with a great sense of adventure and fun.

Our final speaker of the 2013-14 season will be in February, where Christopher VanOosterhout will present "Social Media for Green Industry Businesses". Love it or hate it, social media is here to stay and if you want to stay relevant and top of mind of your customers, this talk will give best practices and show how to make it worth your time rather than a waste of time. I'm looking forward to all these speakers and hope to next meeting!

— Paul Kiefer

Paul Kiefer owns Specialty Gardens, LLC in Grand Haven and is the 2013/14 President of WMNLA. Contact him with comments, ideas, & questions at (616) 502-9815 or specialtygardens@charter.net.

MNLA Update

Amy Frankmann, MNLA Executive Director will provide an industry update at the December 18th WMNLA Meeting at the Grand Harbour Hall, Portobello Restaurant. In addition, John Bedford, Pest Response Program Specialist, MDA and Rural Development Pesticide and Pest Management Division will present "Invasive Forest Pests of Concern in Michigan". Please see inside information for registration information.

WMNLA 2013/14 New Members

BFG Supply Co.

Mike Teunis
Sales Consultant-Turf &
Landscape
4660 East Paris SE
Grand Rapids, MI 49512



616-366-2916
miketeunis@bfgsupply.com
www.bfgsupply.com

BFG Supply Co. was founded in 1972 by John Gander after seeing the need for a horticultural distributor in the Great Lakes region. Starting small, business was managed out of a local barn, distributing to area greenhouse growers. Staffing with friends and family, the business began to grow. Soon a warehouse was built and additional employees added. Gradually expanding and developing new territories, BFG became a well-known and respected business.

Having grown substantially the last 10 years in the Nursery and Greenhouse marketplace, BFG set its sights on expanding into the Lawn & Garden and Turf & Landscape arena. In 2011, BFG acquired Wetsel Inc., a company with a 100 year history in the industry, allowing us to effectively enter the Lawn & Garden marketplace while expanding our service territory to 23 states. Less than two (2) years later in January of 2013, BFG secured the former Commerce facility in Grand Rapids and hired over 70 of their employees in areas such as sales, customer service, marketing, IT, and warehouse management.

Today BFG Supply Co. is the best it has ever been and continues to grow with a strong vision for the future. As an industry innovator, BFG is on the forefront of new and useful technology to increase our efficiency and more effectively serve our customers. BFG now serves the Greenhouse, Lawn & Garden and Turf & Landscape industries and employs a staff of over 300, serves over 12,000 customers in 23 states, and is now one of the industry's three largest distributors in the country.

Fosters INC.

Eric Nelson
eric.nelson@fostersinc.com
www.fostersinc.com
231-557-5769



Foster's Inc., of Waterloo, IA is a newcomer to the West Michigan market, but has been a well-established lawn and garden distributor in the Central Midwest for many decades. Founded in the early 1910's, as a milk company, Foster's has evolved into an innovative distributor of all things lawn and garden.

The company expanded into the Michigan market in January 2013, moving first into Eastern Michigan. Chad Perkins, who came from a family greenhouse, represents Foster's in that market. Eric Nelson began representing Foster's in West Michigan in April of 2013.

Foster's carries many prominent brands, including Scotts, Bonide, Bayer, Fafard, DeWitt Fabric, Gardman, and the list goes on. Foster's specializes in bringing new and innovative products to lawn and garden retailers. The company also carries many landscape supplies for the professional, including tools, fabrics and chemicals.

Please give Eric a call at 213-557-5769, or email at eric.nelson@fostersinc.com. Foster's will also be displaying at the Great Lakes Trade Expo (GLTE) in Grand Rapids in January 2014. See you there!

WMNLA 2013/14 Programs

Wednesday, December 18, 2013 “Invasive Forest Pests of Concern in Michigan”, John Bedford, Pest Response Program Specialist, MDA and Rural Development Pesticide and Pest Management Division (*Mi Cert Applicator Recertification Credit in Commercial Core, Categories 2, 3b & 6 available*)
MNLA update from Amy Frankmann, MNLA Executive Director.

Wednesday, January 15, 2013 “Bringing New Ornamental Plants to Market”, Kelly Oates, Walter’s Gardens

Wednesday, February 12, 2014, “Social Media for Green Industry Businesses”, Christopher VanOosterhout, Muskegon Community College

All meetings are eligible for CGIP Credit

Meeting time 11:30 a.m. at The Grand Hall, Portobello Restaurant, Grand Haven

Cost: \$15.00 person, (December \$20 /person)

Employee special: Send 3-4th employee eats free

Door Prizes!!!!

March Garden Day, Saturday, March 15, 2013, Grand Haven Community Center



New Website for WMNLA!!

Classifieds! Employment Opportunities!

Look for our newly redesigned website at www.WMNLA.com. We now have the capability to offer our members the opportunity to post employment openings and equipment for sale. Classifieds will run for one month at the low fee of \$5.00 per ad. Limit postings to 3-4 sentences with the optional ability to post a photo. Contact Pam Cater at wmnla2013@gmail.com. for information.

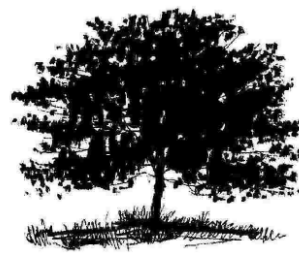
WMNLA Board Meetings

You are welcome to attend the WMNLA Board Meetings at 10 a.m. on the day of the Program. It is an excellent opportunity to address the Board with any industry & membership issues.



January 6-8, 2014

Devos Place, Amway Grand Plaza Hotel-Grand Rapids, Mi
www.glte.org



greatlakesornamentals.com

**Great Lakes
Ornamentals**
2117 Blue Star Hwy
Fennville, MI 49408
(269) 543-8211
Fax: (269) 543-4691

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- ◆ **We have been satisfying our customers for **20+** years.**



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**WEST MICHIGAN NURSERY &
LANDSCAPE ASSOCIATION**

P.O. Box 96
West Olive, MI 49460

For advertising, business news, submission
of articles and WMNLA member news:

Contact Pam Cater at

(616) 402-4885

Email:wmnla2013@gmail.com

**Mark Your
Calendar!**

**January 15th -
“Bringing New
Ornamental Plants to
Market”**

By Kelly Oates, Walter’s Gardens

2013-14 WMNLA Board of Directors

Paul Kiefer, President, Specialty Gardens
Mat Mellema, Vice President, Mellema Nursery
Tony Hamilton, Treasurer, Berry Family Nursery

Lisa Denison, Secretary, Landscape Design Services
Mike Teunis, Member At Large, BFG Supply
Dirk Jonker, Member At Large, Jonker’s Gardens
Jon Mellema, Member at Large, Forever Green Sod, LLC
and Shoreline Landscape and Maintenance

**“Invasive Forest Pests of Concern in Michigan” Presented
by John M. Bedford, Pest Response Program Specialist, MDA and Rural Development
Pesticide and Pest Management Division**

Wednesday, December 18

11:30 a.m.—2:30 p.m.

At The Grand Hall

Harbourfront Place,

**Grand Haven \$20 per person,
includes lunch**

Send 3, 4th employee is free

Door Prizes!!!!

**John M. Bedford , Pest Response
Program Specialist, MDA and Rural
Development Pesticide and Pest
Management Division,** will present
“Invasive Forest Pests of Concern in
Michigan” to WMNLA members on
Wednesday, December 18th.

John began his career with the
Michigan Department of Agriculture
and Rural Development’s (MDARD)
Pesticide and Plant Pest Management
Division in 2003 as the department’s
Emerald Ash Borer (EAB) Regional

Survey Supervisor and is currently the
department’s Pest Response Program
Specialist. His duties include
implementing pest response program
activities, facilitating forest pest
surveys and providing outreach and
education related to forest invasive
species.

John graduated from Michigan
Technological University in 1983 with
a B.S. in Forestry. He accrued 25 years
of experience working in the Green
Industry prior to beginning work for
MDARD. He lives in Coopersville, MI
with his wife Coreen and son Taylor.

There are a number of known (and
unknown) invasive forest pests that
could have significant negative impacts
on the ecology of Michigan if they
were to become established. This
session will introduce the top three
Invasive Forest Pests of concern in
Michigan. Information on the threat/

current distribution/biology/signs and
symptoms/I.D. of each pest will be
presented as well as guidelines for
proper sample collection/handling/
submission and preferred reporting
mechanisms. Quarantines relative to
these pests will also be discussed.
How MDARD responds to an
infestation will be illustrated by
recounting the response to a hemlock
woolly adelgid infestation detected in
Berrien County in 2012.

*Michigan Certified Applicator
Recertification credit in Commercial
Core Categories 2,3b & 6 are
available.*

**RSVP by December 9th
Let us know you are coming so our hosts
can prepare!**

**WMNLA member businesses & staff are
welcomed!**

**RSVP to Pam Cater at
(616) 402-4885 ♦ wmnla2013@gmail.com**