



Resources for Greenhouse and Nursery Operations and Operators

Joyce G. Latimer and Gregory K. Eaton*

Resources for Starting a Business:

Virginia Department of Business Assistance

Street Address (8th & Main Building): 707 E. Main Street, Suite 300, Richmond, Virginia 23219
Mail Address: P.O. Box 446, Richmond, Virginia 23218-0446
Telephone: 804-371-8200; FAX : 804-371-8111
e-mail: webmaster@DBA.State.VA.US
www.dba.state.va.us

The Virginia Small Business Development Center Network of the Virginia Department of Business Assistance coordinates an extensive network of centers statewide that provide a broad range of business counseling and technical assistance to new or existing small businesses. In the early stages of establishing a business, the SBDCs within the Virginia network can provide assistance with the preparation of a business plan, marketing assistance, guidance with researching and approaching business financing sources, site location analysis, licensing and regulation information, and cash flow and tax counseling. Many SBDCs also offer specialized training workshops on various business topics, including bookkeeping, personnel management and utilizing computers. For more information and addresses of regional SBDC offices, call the SBDC State Director at (804) 371-8251 or visit their website:

www.dba.state.va.us/smdev/centernearyou.asp

Longwood Small Business Development Center Business Plans

A business plan should be brief and to the point. The

summary and financial projections are the first parts of the plan that the banker or investor will read. If they make financial sense, then the rest of the plan will have additional value. This site includes a **sample business plan outline** as a guide to organization and content. Also see guidelines to make sure your client's plan **avoids the 10 most common business plan mistakes**. For more information and a more comprehensive guide to business plans read Longwood SBDC's cookbook, "How to Start Your Own Business: A Recipe For Obtaining Capital" which is available for download in several formats.

www.lwc.edu/sbdc/plans.htm

The Farmers Guide to the Internet

In the course of writing The Farmer's Guide to the Internet, the Missouri Alternatives Center compiled nearly 2,000 different links to useful sites all around the Internet.

www.rural.org/favorites.html

Cornell University – Horticultural Business Management and Marketing Program

aem.cornell.edu/special_programs/hortmgt/index.htm

North Carolina State University website for beginning nursery businesses

Includes characteristics of the modern nursery business, start-up cost estimates and links to additional resources.

www.ces.ncsu.edu/depts/hort/nursery/cultural/topic1.html

University of British Columbia – Nursery Budgets and Production Costs

www.interchange.ubc.ca/wiseman/pfp/ent.pdf

* Extension Specialist, Greenhouse Crops, and Extension Specialist, Nursery and Landscape, respectively; Virginia Tech

Partial List of Horticultural Distributor Companies:

E.C. Gieger, Inc., Route 63 Box 285, Harleysville, PA 09438; 800-443-4437; FAX: 1-800-432-9434;
www.hortnet.com/ecommerce/

www.geigerco.com/

Griffin Greenhouse and Nursery Supplies Inc., 5612 Pride Road, Richmond, VA 23224-1028; Tel: 804-233-3454, 800-411-3454; FAX: 804-233-8855;
www.griffins.com/

Maryland Plants and Supplies, 9103-G Yellow Brick Rd, Baltimore, MD 21237; Tel: 410-687-3885, 800-248-2818 FAX: 410-687-3903

Wetsel, P.O. Box 791, 961 North Liberty St., Harrisonburg, VA 22801; Tel: 540-434-6753, 800-572-4018; FAX: 540-434-4894
www.wetsel.com/

Wetsel, P.O. Box 5189, 1345 Diamond Springs Rd, Virginia Beach, VA 23455-3629; Tel: 800-345-0755; FAX: 757-460-5639
www.wetsel.com/

Partial List of Greenhouse Manufacturers and General Supply Companies:

(Remember that the Horticultural Distributors also sell greenhouses and are often a better resource for new or small greenhouse businesses because they offer more, and local, service.)

The National Greenhouse Manufacturers Association, Webpro International, 9305 Monroe Road Suite E, Charlotte, North Carolina 28270; Tel: 888-999-4887;
www.ngma.com/index.htm

Aaron's Creek Farms, 380 Greenhouse Dr., Buffalo Junction, VA 24529; Tel: 804-374-2174;
www.littlegreenhouse.com

Atlas Greenhouse Systems, Inc., Highway 82 East, P.O. Box 558, Alapaha, GA 31622;
www.atlasgreenhouse.com

Brady Rooms, Inc., 10A New Bond Street, Worcester, MA 01606;
www.bradyrooms.com

The Buffalo Company, 6406 Carmel Rd., Suite 302, Charlotte, NC 28226; Tel: 1-800-845-1664

Carolina Greenhouses, 1504 Cunningham Rd, Kingston, NC 28501
www.carolinagreenhouses.com

CASSCO, P.O. Box 3508, US 231 North, Montgomery, AL 36109, Tel: 800-933-5888; FAX: 205-272-2422

Conley Greenhouse Manufacturing & Sales, 4344 Mission Blvd., Montclair, CA 91763
www.conleys.com

CropKing Greenhouses, 5050 Greenwich Rd, Seville, OH 44273
www.cropking.com

Graco Fertilizer Company, P.O. Box 89, Cairo, GA 31728; Tel: 1-800-343-5620; FAX: 912-377-8348

Gro-Bark Inc., P.O. Box 1141, McCormick, SC 29835; Tel: 803-465-3331

Hoop House Greenhouse Kits, 1358 Bridge St, South Yarmouth, MA 02664
www.hoophouse.com

Hummert International, 4500 Earth City Expressway, Earth City, MO 63045; Tel: 314-739-4500; FAX: 314-739-4510
www.hummert.com

Janco Greenhouses, 9390 Davis Avenue, Laurel, MD 20723-1993
www.jancoinc.com

National Greenhouse Company, Division of Nexus Corporation, 10983 Leroy Drive, Northglenn, CO 80233
www.nationalgreenhouse.com

Private Garden, 36 Commercial Drive, Box 600, Hamden, MA 01036
www.private-garden.com

Stuppy Greenhouse Supply Co., P.O. Box 12456, North Kansas City, MO 64116
www.stuppy.com

V-J Growers Supply, Charlotte, NC; Tel: 1-800-222-4504 FAX: 704-525-1752

For a list of organic soil mix materials and soil mixing equipment suppliers, see this ATTRA publication on Organic Potting Mixes.

www.attra.org/attra-pub/potmix.html

Websites for Greenhouse and Nursery Production Information:

Greenhouse Ornamental Crop Production:

Virginia Tech Commercial Floriculture Website
www.floriculture.vt.edu/

North Carolina State University Commercial Floriculture
www.ces.ncsu.edu/depts/hort/floriculture/

Managing Micronutrients in the Greenhouse
www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL553.pdf

Alkalinity Control for Irrigation Water in Greenhouses
www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL558.pdf

Water Considerations for Container Production of Plants
www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL557.pdf

Ohio State University – Ohio Floriculture Online
www.ag.ohio-state.edu/~flori/index.html

Texas A&M Greenhouse Publication Links
aggie-horticulture.tamu.edu/greenhouse/guides/guides.html

University of Georgia Trial Gardens
uga.ovationsoftware.com/

Yoder Brothers, Inc. – Garden Mum Cultural Tips, Insect and Disease Management
www.yoder.com/grower/pot/

University of Florida – Height Control of Poinsettias (photo journal of treatment decisions)
hort.ufl.edu/floriculture/height/

Ecke – Cultural Tip Sheets for Ecke Poinsettias
www.ecke.com/html/h_points/points_tech.html

Purdue University Floriculture Extension
flowers.hort.purdue.edu/

Fischer USA – Gallery of Geranium Disorders (pdf file covering nutrition, diseases, insects and cultural disorders of geraniums, no pictures)
www.fischerusa.com/pdfs/GDisordr.pdf

Fischer USA – Gallery of Poinsettia Disorders (pdf file covering nutrition, diseases, insects and cultural disorders of poinsettias, no pictures)
www.fischerusa.com/pdfs/PDisordr.pdf

Fischer USA – Links to production guides for geraniums, New Guinea impatiens, poinsettias
www.fischerusa.com/main1.cfm?left=commleft&disp=comm

Oglevee – Articles and information on production of geraniums, New Guinea impatiens, poinsettias, and Streptocarpus
www.oglevee.com/articles_home.htm

Nursery Production:

North Carolina State University Nursery Cultural Practices
www.ces.ncsu.edu/depts/hort/nursery/cultural/index.htm

Mountain Horticultural Crops Research and Extension Center - Nursery Crop Production/Landscape Horticulture
fletcher.ces.state.nc.us/programs/nursery

Sustainable Small-Scale Nursery Production, ATTRA publication
www.attra.org/attra-pub/nursery.html

Texas A&M Nursery Course Online
extension-horticulture.tamu.edu/hort431/hort431.html

Greenhouse Vegetable Production:

Dr. Merle Jensen, University of Arizona, Scientific review of greenhouse hydroponics, 1997
ag.arizona.edu/PLS/faculty/MERLE.html

Mississippi State University - Greenhouse Tomato Page
www.msucare.com/crops/comhort/greenhouse.html

Noble Foundation Horticulture- Economic Feasibility of Hoop House Tomatoes
www.noble.org/ag/Horticulture/HoopTomato/Index.htm

Canadian Agriculture and Agri-Food Publication – tomato and cucumber production pubs
res2.agr.ca/harrow/ghouse_team/gvrtindx.htm

North Carolina State University, Dr. Mary Peet's Greenhouse Vegetable Production Website
www.ces.ncsu.edu/depts/hort/greenhouse_veg/

Dr. Mary Peet's List of Greenhouse Vegetable Resources
www.ces.ncsu.edu/depts/hort/hil/hil-32-a.html

Appropriate Technology Transfer for Rural Areas (ATTRA): Greenhouse & Hydroponic Vegetable Production Resources on the Internet
www.attra.org/attra-pub/ghwebRL.html

Cornell Controlled Environment Agriculture (CEA) Grower Handbooks, hydroponic lettuce, spinach or pak choi
www.bee.cornell.edu/extension/CEA/handbook_home.htm

New Mexico Hydroponic Vegetable Publication (tomato, cucumber and lettuce)
www.cahe.nmsu.edu/pubs/_circulars/circ556.html

Oregon State University Greenhouse Cucumber Guide
www.orst.edu/Dept/NWREC/cuc-gh.html

The National Organic Program (not specific to greenhouse production)
www.ams.usda.gov/nop/

Greenhouse Fruit (strawberry, raspberry) Production:

Cornell's Winter Raspberry Project
www.hort.cornell.edu/department/faculty/pritts/Greenhouse/Frontpage.htm

Cornell Berry Information Page (check out the images under the HORT 442 Class)
www.hort.cornell.edu/extension/commercial/fruit/berrypage.htm

ATTRA Strawberries: Organic and IPM Options (includes section on greenhouse production)
attra.ncat.org/attra-pub/strawberry.html#greenhouse

Hydrofarm Gardening Products
www.hydrofarm.com/content/articles/strawberries.html

Greenhouse and Nursery Waste Water Management:

Texas is most active in this area, but even they evaluate the runoff outside the greenhouse. Their environmental information can be found at the sites below:

aggie-horticulture.tamu.edu/greenhouse/environ/environ.html

aggie-horticulture.tamu.edu/greenhouse/environ/wmpln1.html

North Carolina State University Water Management and BMPs for Nurseries

www.ces.ncsu.edu/depts/hort/nursery/cultural/topic7.htm

North Carolina State University Water Quality and Waste Management Publications

www2.ncsu.edu/bae/programs/extension/publicat/wqwm/index.html

University of Maryland – Nutrient Management Homepage for the Green Industry

www.nursery.umd.edu/nutrient.html

For University of Maryland, also see HortFlash articles:
www.agnr.umd.edu/users/ipmnet/hortflash.htm

Environmental Guidelines for Greenhouse Growers in British Columbia

www.agf.gov.bc.ca/resmgmt/fppa/pubs/environ/greenhse/grnhse.htm

Other Extension and Educational Sites:

Ohio State University PlantFacts, A factsheet database that searches for guides for answering plant-related questions from 46 different universities and government institutions across the United States and Canada,
plantfacts.osu.edu/

University of Georgia Extension Publications
www.ces.uga.edu/pubs/pdf-home.html

Auburn Horticulture Extension Web page
www.ag.auburn.edu/dept/hf/goldcrisscross3extension.htm

PEARL - Oklahoma Cooperative Extension Service Publications Library:
agweb.okstate.edu/pearl/

The University of Florida/Institute of Food and Agriculture Science (IFAS) – Extension Home Page
edis.ifas.ufl.edu/index.html

The Department of Ornamental Horticulture and Landscape Design, The University of Tennessee, Knoxville

ohld.ag.utk.edu/ohld/htm/extef.htm

Rutgers Horticultural Engineering Page
AESOP.RUTGERS.EDU/~horteng/

Missouri Alternative Crops Center
agebb.missouri.edu/mac/

British Columbia Ministry of Agriculture
www.agf.gov.bc.ca/croplive/plant/horticult/

Texas A&M University PLANTAnswers
[aggie-horticulture.tamu.edu/
plantanswers/web.html](http://aggie-horticulture.tamu.edu/plantanswers/web.html)

Appropriate Technology Transfer for Rural Areas
(ATTRA) Publications List
www.attra.org/attra-pub/index.html

GreenBeam Calculators (alkalinity, PGR, fertilizer, as
well as metric calculators)
www.greenbeam.com/calculators.html

Resources for Pest Control including Biological Control:

For a more inclusive list of links on pest control, visit
the Hampton Roads AREC: The DIGITAL NURS-
ERY WORKSHOP: Using Internet Resources for
Integrated Pest Management
[www.vaes.vt.edu/hampton/programs/
nurseryworkshop/workshop.htm](http://www.vaes.vt.edu/hampton/programs/nurseryworkshop/workshop.htm)

Insect Information:

2001 Virginia Pest Management Guide
www.ext.vt.edu/pubs/pmg/index.html

Virginia Tech–Insects on the WWW
www.isis.vt.edu/~fanjun/text/Links.html

Virginia Tech–Insect Identification Laboratory
Home Page
www.ento.vt.edu/bughunt

North Carolina State University Ornamentals and Turf
Insect and Pest Management Notes:
[www.ces.ncsu.edu/depts/ent/
notes/O&T/index.html](http://www.ces.ncsu.edu/depts/ent/notes/O&T/index.html)

North Carolina State University Publication: “Insect
and Related Pests of Flowers and Foliage Plants”
[ipmwww.ncsu.edu/INSECT_ID/
AG136/ncstate.html](http://ipmwww.ncsu.edu/INSECT_ID/AG136/ncstate.html)

Iowa State Entomology Index of Internet Resources
www.ent.iastate.edu/List/

Yoder Brothers, Inc. – Garden Mum Insect Control
www.yoder.com/grower/pot/insect/

Poinsettia Federal Insect and Mite Control Chart
[www.ecke.com/html/fastfax/
pdfs/Poin%20insect.pdf](http://www.ecke.com/html/fastfax/pdfs/Poin%20insect.pdf)

Fischer USA – Gallery of Geranium Disorders (pdf
file covering nutrition, diseases, insects and cultural
disorders of geraniums, no pictures)
www.fischerusa.com/pdfs/GDisordr.pdf

Fischer USA – Gallery of Poinsettia Disorders (pdf
file covering nutrition, diseases, insects and cultural
disorders of poinsettias, no pictures)
www.fischerusa.com/pdfs/PDisordr.pdf

Disease Information:

Virginia Tech– Plant Disease Clinic and Nematode
Assay Lab
oak.ppws.vt.edu/~clinic/

Plant Pathology Internet Guide Book (PPIGB)
[www.ifgb.uni-hannover.de/
extern/ppigb/ppigb.htm](http://www.ifgb.uni-hannover.de/extern/ppigb/ppigb.htm)

Pennsylvania State University Plant Disease Fact Sheets
[www.cas.psu.edu/docs/CASDEPT/
PLANT/ext/fact.html](http://www.cas.psu.edu/docs/CASDEPT/PLANT/ext/fact.html)

Florida Dept of Agriculture and Consumer Services –
Daylily Rust
[doacs.state.fl.us/~pi/enpp/
pathology/daylily-rust.html](http://doacs.state.fl.us/~pi/enpp/pathology/daylily-rust.html)

Yoder Brothers, Inc. – Garden Mum Disease Control
[www.yoder.com/grower/
pot/insect/disease.html](http://www.yoder.com/grower/pot/insect/disease.html)

Poinsettia Federal Disease Control Chart
[www.ecke.com/html/fastfax/
pdfs/Poin%20disease.pdf](http://www.ecke.com/html/fastfax/pdfs/Poin%20disease.pdf)

Fischer USA – Gallery of Geranium Disorders (pdf
file covering nutrition, diseases, insects and cultural
disorders of geraniums, no pictures)
www.fischerusa.com/pdfs/GDisordr.pdf

Fischer USA – Gallery of Poinsettia Disorders (pdf
file covering nutrition, diseases, insects and cultural
disorders of poinsettias, no pictures)
www.fischerusa.com/pdfs/PDisordr.pdf

Weed Control:

USDA – Noxious weeds in the US and Canada
invader.dbs.umt.edu/Noxious_Weeds/

Purdue Weed Control Database
bluestem.hort.purdue.edu/plant/weeds.html

North Carolina State University – Greenhouse Weed Control

www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL570.pdf

North Carolina State University Weed Information

www.ces.ncsu.edu/depts/hort/weeds

University of Georgia: Turfgrass Weed Management

www.griffin.peachnet.edu/cssci/Turf/turf.htm

Integrated Pest Management (IPM) Web sites:

Hampton Roads AREC: The DIGITAL NURSERY WORKSHOP: Using Internet Resources for Integrated Pest Management

www.vaes.vt.edu/hampton/programs/nurseryworkshp/workshop.htm

University of California - Davis – Pest Management Guidelines (descriptions of insect and disease problems on floricultural crops with emphasis on identification and cultural control)

www.ipm.ucdavis.edu/PMG/selectnewpest.floriculture.html

Cornell University: Biological Control: A Guide to Natural Enemies in North America

www.nysaes.cornell.edu:80/ent/biocontrol/index.html

Integrated Pest Management - University of Maryland

www.agnr.umd.edu/users/ipmnet/

North Carolina State University – Biological Control Virtual Information Center

ipmwww.ncsu.edu/biocontrol/biocontrol.html

Consortium for International Crop Protection – Outstanding IPM-Related Sites

ippc.orst.edu/dir/bests.html

State IPM Coordinators and Websites

www.reeusda.gov/agsys/ipm/coordinators.htm

Pesticide Use and Safety:

Virginia Tech Office of Pesticide Programs

www.vtpp.ext.vt.edu/

Virginia Tech: Pesticide Applicator Certification: An Overview

www.vtpp.ext.vt.edu/htmldocs/certdefl.html

Virginia Tech–Laws Affecting Pesticide Use in Virginia

www.vtpp.ext.vt.edu/htmldocs/comply/index2.html

Virginia Tech–Federal Laws and Regulations Affecting Pesticide Use (presentation)

www.ext.vt.edu/vlc/projects/pesticide_safety/mod002/

Partial List of Suppliers of IPM/Biological Control Products:

Suppliers of Beneficial Organisms in North America is a publication of California EPA's Department of Pesticide Regulation. It lists 143 commercial suppliers of 130 beneficial organisms used for biological control. Suppliers are located in Canada, Mexico, and the United States. This book is no longer available in print. The 32-page book can be viewed or downloaded from this site:

www.cdpr.ca.gov/docs/ipminov/bensuppl.htm

North Carolina State University – Commercial Site List for Organic/Biocontrol/Non-traditional Agriculture

ipmwww.ncsu.edu/cernag/commercial/organic.html

Arizona Biological Control, Inc., 5116 Williamsburg Rd., Brentwood, TN 37027; (800) 441-BUGS(2847); FAX (425) 984-7388

www.biconet.com/ARBICO.html

The Beneficial Insectary, 9664 Tanqueray Ct., Redding, CA 96003; Tel: 1-530-226-6300 or 1-800-477-3715; Fax: 1-530-226-6310 or 1-888-472-0708

www.theinsectary.com/

IPM Laboratories, Inc. PO Box 300 Locke, NY 13092-0300 Tel: 315-497-2063; Fax 315-497-3129

www.ipmlabs.com/

Koppert USA P.O. Box 39387, North Ridgeville, Ohio 44039 Tel: 216-353-9437

www.koppert.nl/e005.shtml

Educational/Professional Organizations:

Floriculture:

Virginia Flower Growers Association, P.O. Box 16108, Chesapeake, VA 23328; 757-574-2424; FAX 757-382-6665; janices@vt.edu

www.floriculture.vt.edu/

Ohio Florists' Association (the TIPS Guides), 2130 Stella Court, Suite 200, Columbus, OH 43215-1033; Tel: 614-487-1117; Fax: 614-487-1216

www.ofa.org/

The Society of American Florists, 1601 Duke Street, Alexandria, VA 22306; Tel: 703-836-8700; FAX: 703-836-8705

www.safnow.org/

Perennial Plant Association, 3383 Schirtzinger Rd., Hilliard, OH 43026; Tel: 614-771-8431 Fax: 614-876-5238

www.perennialplant.org/

Maryland Greenhouse Growers Association, 11614 35th Place, Beltsville, MD 20705; 301-937-4166. Maryland Greenhouse Growers Association's Newsletter

www.agnr.umd.edu/users/ipmnet/hortflsh.htm

North Carolina Flower Growers Association, 3906 Wake Forest Rd., Suite 102, Raleigh, NC 27609; Phone: 919.334.0093; Fax: 919.877.0940

www.NCCFGA.org/

Association of Specialty Cut Flower Growers, M.P.O. Box 268, Oberlin, OH 44074; Tel: 440-774-2887 Fax: 440-774-2435

www.ascfg.org/

International Herb Association, 4456 Corporation Lane, Suite 120, Virginia Beach, VA. 23462; Phone: 757-497-4143; Fax: 757-497-0010; email: members@iherb.org

www.iherb.org/

Herb Growing and Marketing Network, P.O. Box 245, Silver Spring, PA 17575-0245; Tel: 717-393-3295; FAX: 717-393-9261

www.herbnet.com/

The Herb Society of America, 9019 Kirtland Chardon Rd, Kirtland, Ohio 44094; Tel: 440/256-0514; Fax:440/256-0541

www.herbsociety.org/

Nursery:

Virginia Nursery and Landscape Association, 383 Coal Hollow Road, Christiansburg, VA 24073-9211; 540-382-0943

www.vnla.org/

American Nursery and Landscape Association, 1250 I Street, N.W., Suite 500, Washington, DC 20005, Tel: 202.789.2900, fax: 202.789.1893

www.anla.org/

North Carolina Association of Nurserymen, 968 Trinity Road, Raleigh, NC 27607, Tel: (919) 816-9119; Fax: (919) 816-9118

www.ncan.com/

Southern Nursery Association, 1827 Powers Ferry Road, Bldg. 4, Suite 100, Atlanta, GA USA 30339; Voice: (770) 953-3311; Fax: (770) 953-4411

www.sna.org/

International Plant Propagators' Society, c/o Margot Bridgen, 26 Woodland Road, Storrs, CT 06268; Tel: (860) 429-6818; Fax: (860) 429-6665; email: mbippser@neca.com

www.IPPS.org/

Arizona Nursery Association, 1430 W. Broadway Suite#A-180, Tempe, AZ 85282; Tel: 480.966.1610 fax:480.966.0923, email: info@azna.org

www.azna.org/

California Association of Nurserymen, 3947 Lennane Drive, Suite 150, Sacramento, CA 95834-1973; Tel: 916.928.3900, 800.748.6214, Fax: 916.567.0505, E-mail: can@can-online.org

www.can-online.org/

Florida Nursery and Greenhouse Association, 1533 Park Center Dr., Orlando, FL 32835, Tel: 407.295.7994, Fax: 407.295.1619, email: info@fnga.org

www.fnga.org/

Louisiana Nursery Association; Contact: Alan Owings; **[aowings@agcrt.lsu.edu/](mailto:aowings@agcrt.lsu.edu)**

New England Nursery Association, 8-D Pleasant Street, South Natick, MA 01760, Tel: (508) 653-3112; FAX: (508) 653-4112, E-mail: NensyAssn@aol.com

www.nensyassn.org/

Ohio Nursery and Landscape Association, 72 Dorchester Square, Westerville, Ohio 43081-3350, Tel: (800) 825-5062, Fax: (800) 860-1713, Email: info@onla.org

www.onla.org/

Pennsylvania Landscape and Nursery Association, 1707 South Cameron Street, Harrisburg, PA 17104-3148; Tel: (717) 238-1673, Fax: (717) 238-1675

www.plna.com/

Specialty:

PlantAmerica, Interactive kiosk for retailers by Mike Dirr and Allan Armitage

www.plantamerica.com

This Old Yard - Restoration of Antique Gardens;
Email: gardenworks@traditionalgardening.com

Historic and Heirloom Plants

www.monticello.org/chp/index.html#chparticles

Wildseed Farms, wildflower seed, etc.;

www.wildseedfarms.com/

National Wildflower Research Center:

www.wildflower.org/

American Orchid Society:

www.orchidweb.org

International Society for Arboriculture:

www.ag.uiuc.edu/~isa/

Associated Landscape Contractors of America:

www.alca.org/

American Association of Botanical Gardens and Arboreta:

www.aabga.org/

American Society of Landscape Architects:

www.asla.org/

Trade Shows/Educational Programs:

Industry trade shows provide an excellent opportunity to meet suppliers, to review the latest product line and to develop new customers. An annual trip to two or three trade shows can keep you current of industry trends and save a lot of time and money. Trade shows also offer the opportunity to exhibit and showcase your operation. Contact the sponsoring organization for exact dates and conference information.

Mid-Atlantic Nursery Trade Show, Inc.: held in January in Baltimore; contact: MANTS, P.O. Box 11739, Baltimore, MD 21206410-882-5300, 800-431-0066

www.mants.com/

Green & Growin' Show and Floral Exposition: held in January in Winston-Salem; contact: NCAN, 968 Trinity Rd, Raleigh, NC 27607; FAX: 919-816-9118

www.ncan.com/

Professional Horticulture Conference of Virginia, Ltd.; held in January at the Pavilion in Virginia Beach; contact: PHCV, P.O. Box 64446, Virginia Beach, VA 23467; Tel: 757-523-4734; FAX: 757-366-9604

www.phcv.org

Southeast Greenhouse Conference: held in June at the Palmetto International Exposition Center in Greenville, SC; contact SGC&TS, P.O. Box 2945, LaGrange, GA 30240; Tel: 800-453-3070; FAX: 706-883-8215

www.sgcts.org/

Ohio Floriculture ShortCourse; held in July in Columbus, OH; contact: Ohio Floriculture Association, 2130 Stella Court, Suite 200, Columbus, OH 43215-1033; Tel: 614-487-1117; Fax: 614-487-1216

www.ofa.org/

Southern Nursery Association Conference and Trade Show: held in August at the World Congress Center in Atlanta; contact: Southern Nursery Association, 1827 Powers Ferry Road, Bldg. 4, Suite 100, Atlanta, GA 30339; Tel: 770-953-3311; Fax: 770-953-4411

www.sna.org/

Nursery Short Course, North Carolina State University and North Carolina Association of Nurserymen, McKimmon Center, Raleigh, NC, Register with NCAN for this annual 2-day educational program

www.ces.ncsu.edu/depts/hort/nursery/events.htm

Greenhouse and Nursery Industry Trade Magazines (and other commercial publications):

Many of the industry trade magazines are available free of charge to commercial operations. They provide a wealth of applied information.

GMPro/Greenhouse Management and Production and/or NMPro/Nursery Management and Production, also The Weekly Dirt newsletter, and archives for all three publications, Subscription Dept., P.O. Box 1869, Fort Worth, TX 76101; Tel: 800-434-6776

www.greenbeam.com/

Greenhouse Grower, Meister Publishing Company, 37733 Euclid Ave., Willoughby, OH 44094-5992; Tel: 440-942-2000

www.greenhousegrower.com/

Greenhouse Business, McCormick Communications Group Ltd., PO Box 698, Part Ridge, IL 60068-0698; 1951 Rohlwing Rd, Suite B, Rolling Meadows, IL 60008; Tel: 847-870-1576.

Greenhouse Product News, Scranton Gillette Communications, 380 E. Northwest Hwy, Des Plaines, IL 60016-2282; Tel: 847-391-1004

www.onhort.com/onhort/

Grower Talks, Subscription Dept., PO Box 9, 335 North River St. Batavia, IL 60510-0099; Tel: 888-888-0013

www.growertalks.com/

Green Profit, Ball Publishing, 335 N. River Street, Post Office Box 9, Batavia, IL 60510-0009 USA; tel (630) 208-9080; fax (630) 208-9350; email info@ballpublishing.com

www.greenprofit.com/

American Nurseryman magazine, also a source for many books, videos and software, American Nurseryman Publishing Co., 77 W. Washington St., Suite 2100, Chicago, IL 60602-2904, Tel: 1-800-621-5727

www.amerinnursery.com/

Something to Grow On, Auburn University Nursery Newsletter, Contact: Bernice R. Fischman, bfischma@acesag.auburn.edu

North Carolina Nursery Notes, NC Association of Nurserymen, Inc., 968 Trinity Rd., Raleigh, NC 27607, Tel: 919.816.9119, Fax: 919.816.9118, email: ncaninc@aol.com

www.ncan.com/

SNA Research Conference Proceedings, Southern Nursery Association

www.sna.org/research/researchproceedings.shtml

Digger, published by Oregon Association of Nurserymen, 2780 SE Harrison St. Suite 102, Milwaukie, OR 97222; Tel: 503-653-8733; 800-342-6401

www.nurseryguide.com/

Journal of Environmental Horticulture, published by Horticultural Research Institute, 1250 I Street, N.W., Suite 500, Washington, DC 20005

www.anla.org/research/journal/index.htm

Country Folks Grower Magazine, Lee Publications, Inc., P.O. Box 121, 6113 St. Hwy 5, Palantine Bridge, NY 13428

www.cfgrower.com/

Reference Books of Interest to Commercial Growers:

Virginia Flower Growers Association, P.O. Box 16108, Chesapeake, VA 23328; 757-547-2424; FAX 757-382-6665; janices@vt.edu

Greenhouse Operator's Training Manual. A 300-page manual covering greenhouse structures and environment, basic botany, plant growth and development, plant propagation, water quality, plant nutrition, plant growth regulation, entomology, plant pathology, pesticides, the Hazard Communication Standard, greenhouse safety and emergency procedures and business skills.

Pansy Production Handbook: A Production Guide for the Southern Grower. 2000. B.E. Whipker, P.A. Thomas, and T.J. Cavins (eds.).

Ohio Florist Association Services, Inc., 2130 Stella Court, Suite 200, Columbus, OH 43215-1033 Tel: 614-487-1117;

209.235.216.182/pubs.html

Tips on Growing Bedding Plants, 4th Edition. 1999.

Tips on Growing Zonal Geraniums, 2nd Edition. 1991

Tips on Managing Floriculture Crop Problems Pests, Diseases, & Growth Control. 2000.

Tips on Growing and Marketing Hanging Baskets. 1994.

Tips on Growing Specialty Potted Crops. 1997.

Tips on Growing and Marketing Garden Mums. 1996.

Tips on Regulating Growth of Floriculture Crops. 2001.

Tips on Selecting Pest Management Strategies. 1999.

Identification of Insects and Related Pests of Horticultural Plants - Pictorial Guide. 1998.

Floriculture Principles and Species. 1999. John Dole and Harold Wilkins.

IPM for Bedding Plants: A Scouting and Pest Management Guide. 2000. Published by the New York State IPM Program at Cornell University. Order item #102IPM407 from Media Services Distribution Center, 7 Business and Technology Park, Cornell University, Ithaca, NY 14853. (607) 255-2080 or send email to: resctr@cornell.edu

www.nysipm.cornell.edu/publications/bpguide99pr.html

Ball Publishing, 1 North River Lane, Suite 206, Geneva, IL 60134-0532;

www.ballbookshelf.com/

Ball Culture Guide, The Encyclopedia of Seed Germination. 1993. Jim Nau. ISBN 1883052017

Ball Field Guide to Diseases of Greenhouse Ornamentals. 1992. Margery Daughtrey and A.R. Chase. ISBN 0962679631

Ball Guide to Identification of Greenhouse Pests and Beneficial. 1998. Stanton Gill and John Sanderson. ISBN 1883052173

Ball Perennial Manual: Propagation and Production. 1996. Jim Nau. ISBN 1883052106

Ball Pest and Disease Manual, 2nd edition. 1997. Charles C. Powell and Richard K. Lindquist. ISBN 1883052130

Ball Redbook, 16th edition. 1998. Vic Ball, editor. ISBN 0835903826

Diseases of Annuals and Perennials, A Ball Guide. 1995. A.R. Chase, Margery Daughtrey and Gary W. Simone. ISBN 1883052084

Pests & Diseases of Herbaceous Perennials: The Biological Approach. 1999. Stanton Gill, and David Clement, and Ethel Dutky. ISBN 1883052203

Grower Talks on Plugs II. 1996. Debbie Hamrick.

Holland Bulb Forcer's Guide, 5th edition. 1996. August A. De Hertogh.

Geraniums IV. 1993. John W. White. ISBN 0962679658

New Guinea Impatiens. 1995. Warren Baner and Michael Klopmeier. ISBN 1883052076

Also available on the Ball Bookshelf:

Bedding Plants IV, A Manual on the Culture of Bedding Plants as a Greenhouse Crop. 1994. E. Jay Holcomb. Sponsored by Pennsylvania Flower Growers. ISBN 188305205X

Field Grown Cut Flowers: A Practical Guide and Sourcebook. 1997. Alan Stevens. ISBN 096530650X

Greenhouse Operation and Management. 1998. Paul Nelson. ISBN 0133651983

Introduction to Floriculture, 2nd edition. 1992. Roy A. Larson. ISBN 0124376517

The Poinsettia Manual, 3rd edition. Paul Ecke Jr., O.A. Matkin, and David E. Hartley 1990. Ecke Poinsettia Ranch, PO Box 230488, Encinitas CA 92023-0488 Tel: 800-468-3253.

Timber Press, 133 SW 2nd Ave., Ste. 450, Portland, Oregon 97204; Telephone: 1-800-327-5680; Fax: 1-503-227-3070

www.timberpress.com/

CO₂ Enrichment in the Greenhouse. 1988. Peter R. Hicklenton.

Production of Florist Azaleas. 1993. Roy A. Larson. ISBN 0881922307

The Peony. 1993. A. Harding. ISBN 0881922749

Specialty Cut Flowers: The Production of Annuals, Perennials, Bulbs and Woody Plants. 1993. A.M. Armitage. ISBN 0881922250

APS Press, The American Phytopathological Society, 3340 Pilot Knob Road, St. Paul, MN 55121-2097 Tel: 800-328-7560;

www.apsnet.org/

Compendium of Flowering Potted Plant Diseases. 1995. Margery L. Daughtrey, Robert L. Wick, and Joseph Peterson. ISBN 0890542023

Compendium of Rose Diseases. 1983. R. K. Horst. ISBN 0890542027

Foliage Plant Diseases - Diagnosis and Control. 1997. A.R. Chase. ISBN 0890541795

Managing Diseases in Greenhouse Crops. 1992. William R. Jarvis. ISBN 0890541221

Publications from **NRAES** (Natural Resource, Agriculture and Engineering Service); may be ordered through your local Extension office or get book details and ordering information at

www.nraes.org/

Greenhouse Engineering. NRAES-33. 1994. John W. Bartok, Jr. and Robert A. Aldrich.

Energy Conservation for Commercial Greenhouses. NRAES-3. 2001. John W. Bartok, Jr.

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Water and Nutrient Management for Greenhouses. NRAES-56. 1996. Thomas C. Weiler and Marty Sailus.

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Fundamentals of Pesticides, A Self-Instruction Guide 3rd edition, George W. Ware. Thompson Publications, PO Box 9335, Fresno, CA 93791. ISBN 0913702161

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Western Fertilizer Handbook; Horticulture Edition. 1998. Interstate Publishers, Inc., 510 North Vermillion Street, P.O. Box 50, Danville, IL 61834-0050, Tel: 800-843-4774.

