

GREENHOUSE GROWER[®]

VARIETIES | PRODUCTION | MANAGEMENT

HOUSING
LEAN
FLOW
MECHANIZATION
H-2A
TECHNOLOGY
EFFICIENCY
REGULATIONS
SELECTION
VARIETY
AUTOMATION
SHIPPING
OVERTIME
IMMIGRATION
MANAGEMENT
HIRING
GREENHOUSE
LAYOUT
WAGES
TRAINING



The Labor Issue:

STRATEGIES AND SOLUTIONS

FROM ACROSS THE INDUSTRY

EDITORIAL & DESIGN

Executive Editor Richard Jones
440-602-9217 • RJones@meistermedia.com
Editor Laura Drotleff
440-602-9189 • LDrotleff@meistermedia.com
Senior Editor Brian Sparks
440-602-9141 • BSparks@meistermedia.com
Managing Editor Janeen Wright
440-602-9118 • JWright@meistermedia.com
Senior Online Editor Paul Rusnak
407-539-6552 x13 • PPRusnak@meistermedia.com
Contributing Editor Allan Armitage
Armitage@meistermedia.com
Editor, Grower Programs & Events Rosemary Gordon
440-602-9216 • ROGordon@meistermedia.com
Creative Services Manager Margaret J. Puskas
Senior Graphic Designer Tyler Hatch

PUBLISHER & ADVERTISING

Publisher Karen Gerome
440-602-9147 • Kgerome@meistermedia.com
National Sales Manager Scott McMurray
704-763-7320 • SMcmurray@meistermedia.com
Senior Account Manager Gregg Langermeier
440-602-9222 • GELangermeier@meistermedia.com
Western Account Manager Jorge Abrego
480-892-6943 • JAbrego@meistermedia.com
Client Development Specialist Amanda Champa
440-602-9215 • AChampa@meistermedia.com
Classified Coordinator Alicia Dalton
440-602-9137 • AMDalton@meistermedia.com

MEDIA SERVICES

Associate Director, Media Services Phyllis Simcich
440-602-9133 • PASimcich@meistermedia.com
Project Coordinator Alicia Dalton
440-602-9137 • AMDalton@meistermedia.com

SUBSCRIPTION SERVICES 800-572-7740

MEISTER MEDIA WORLDWIDE

Chairman Emeritus/Editor-At-Large Richard T. Meister
Chairman and CEO Gary T. Fitzgerald
Vice Chairman William J. Miller II
President and COO Joe Monahan
V.P. Director of Human Resources Cynthia L. Gorman
V.P. Chief Financial Officer Susan Chiancone
Chief Technology Officer Charlie Craine
Chief Content Officer and Head of Global Precision Initiative James C. Sulecki
Corporate Director of Visual Communications William A. Rigo, Jr.
Corporate Director of Operations Nick Mlachak
Editor-At-Large Charlotte Sine

DIGITAL MEDIA/MEISTER INTERACTIVE

Commercial Digital Director Bob West
Kelly Green, James Heath, Brad Kish

EVENTS

Show Directors Katie Smith
Maureen Allison, April Host, Leah Mullen

CUSTOM CONTENT Robin Siktborg

HEADQUARTERS

37733 Euclid Ave., Willoughby, OH 44094 USA
Phone: 440-942-2000 • Fax: 440-942-0662

REGIONAL OFFICES

Memphis, TN • Modesto, CA • Winter Park, FL

Printed in the USA.
Canadian GST #R131915035 • Publications Mail Agreement Number: 40612608



LICENSING/REPRINTS/EPRINTS:
WRIGHT'S MEDIA, TOLL FREE: 877-652-5295

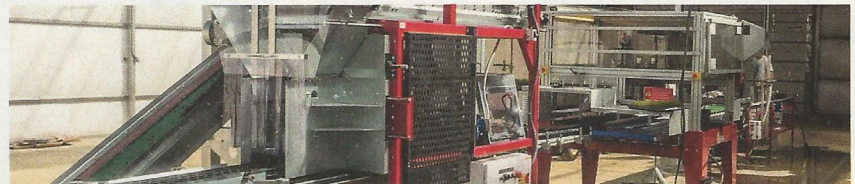
VARIETIES



72
Labor-Saving
Plant Varieties

76 ALLAN ARMITAGE ON:
Saving Labor Along the
Supply Chain

PRODUCTION



60
Greenhouse Layouts
for Efficiency

64
Automating the
Cuttings Process

68
Lean
Shipping

MANAGEMENT



16 Winner's View:
Stephen Barlow on
Labor Supply

26 H-2A Contract Labor

30 Getting Started
With H-2A

18 Overcoming Labor
Challenges

32 Retaining Your Work Force

22 Preparing for ICE
Inspections

36 JOHN TERHESH ON:
Hiring

80 Advertiser Index

81 MarketPlace

Labor-Savers: Breeder's Top Picks for Plants to Produce With Limited Labor

Ten breeders put forth their best plant varieties for freeing up employees' time in the greenhouse.

By **Janeen Wright**

Managing Editor | jwright@meistermedia.com

As the labor pool tightens, ornamental growers will be hunting for crops that call for fewer inputs, have faster finish times, and require less manpower to produce. *Greenhouse Grower* thought it would be a good time to ask breeders to put forth their best labor-saving varieties and tell us why they think they will help growers produce more efficiently. Here's what the 10 breeders who responded had to say.

Hem Genetics

"Full-color lines of the dwarf petunias in grandiflora types (Limbo GP) and multiflora types (Mambo GP) exhibit genetic compactness, which normally eliminates the need for the use of plant growth regulators (PGRs) in greenhouse production," says Hem Genetics' Barry Ruta. "The elimination of PGR use meant that during production, growers could save money on buying chemicals and save labor on chemical applications."

Plants Nouveau

"'Everlasting (or Magical) Revolution' is the first labor-less hydrangea for the pot market. It only grows to 24 inches tall and needs no pinching," says Angela Treadwell-Palmer,



Carex scaposa

Founder and Co-owner of Plants Nouveau. "The branches are so strong they require no staking or PGRs."

Hoffman Nursery

"We are trialing using plant growth regulators for varieties like *Carex scaposa* and *C. plantaginea*," says Hoffman Nursery's Head Grower Bill Hall. "These varieties do not respond well to pruning. We are hoping for enough height control to render the pruning practice obsolete. This will save labor and allow us to ship a more attractive plant. Early results look promising."

VitroPlus

"The improved Boston Fern 'Nevada' doesn't shed its leaves that much, so when it is packed for shipping, one doesn't need to clean the plants as thoroughly as one has to do when one is shipping other Boston Ferns," says Ellen Kraaijenbrink, who works in Sales and Marketing for VitroPlus."

Emerald Coast Growers

"The newer disease-resistant *Coreopsis* 'Satin and Lace Ice Wine' made a big mark," says Josiah Raymer, Head Grower and General Manager at Emerald Coast Growers. "If you're not getting mildew, you're not spraying as much. You're



Coreopsis
'Satin and
Lace Ice Wine'



Primula acaulis Paradiso Series

getting bigger sell-through and you get that back quickly.”

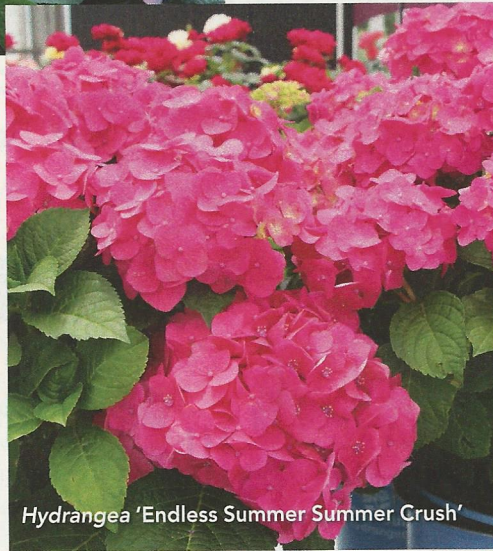
Schoneveld Breeding

“The *Primula acaulis* Paradiso series offers early, mid and late varieties that can be used together to space out your crop or independently based on where you are located and time needed,” says Kathy McKay, Area Manager-North America for Schoneveld Breeding. “When a grower wants to ship *Primula* throughout many weeks, he or she can plant the different

timings (early, mid, late) all at once to achieve this plan. This saves time and labor for the grower.”

Spring Meadow Nursery

“We are looking at more fastigate introductions that require less spacing, as well as plants that are quick to finish and require less pruning, like *Buxus* ‘Sprinter,’” says Natalie Carmolli, Marketing and PR Specialist for Spring Meadow Nursery. “‘Sprinter’ boxwood is a fast grower, which means quicker turns. It also has good branching, so it needs fewer trims than other varieties to make a nice finished container.”



Hydrangea 'Endless Summer Summer Crush'

Terra Nova Nurseries

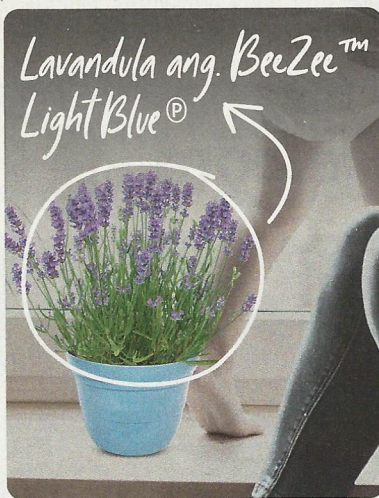
“I’d recommend the *Agastache* ‘Poquito Dark Blue,’ says Chuck Pavlich, Director of New Product Development at Terra Nova Nurseries. “It fits perfectly into this category by being naturally disease resistant, self-branching, genetically compact, and drought resistant once established.”

Bailey Nurseries

“Summer Crush is great in propagation because it needs no plant growth regulators. Even a single application of B-Nine is minimal compared to the applications other hydrangeas take,” says Jeff Stoven, who works in the propagation division at Bailey Nurseries’ Yamhill Farm in Oregon. “A container grower will have less pruning than with other *H. macrophylla*. ‘Summer Crush’ fills the container nicely and doesn’t require as much maintenance as other varieties.”

Our BEEloved Lavenders

A new exciting series with tons of flowers that attract and keep the bees busy!



Lavandula ang. BeeZee™ PowerBlue®



Lavandula ang. BeeZee™ Pink®



Lavandula ang. BeeZee™ White®



Lavandula ang. BeeZee™ Dark Blue®



Everyday Hishtil

02 550 467 +972

elo@hishtil.com | www.hishtil.com

Anthony Tesselaar Plants

“The hybridizing of *D. bholua* x *D. odora* has resulted in ‘Perfume Princess,’ which is a quicker growing, less disease-susceptible version of *Daphne odora*,” says Judie Brower, Director US Marketing for Anthony Tesselaar Plants. “Growers in the United Kingdom have confirmed that ‘Perfume Princess’ does not suffer the temperamental characteristics that are so common in the *Daphne* genus, therefore saving time and effort for growers.”

GG