

# SNLA NEWS



FEBRUARY 2011 VOLUME 4, ISSUE 1

## Two-day conference, AGM and Landscape Awards planned for March

All SNLA members and potential members are invited to a two-day networking and educational opportunity – taking place at the Saskatoon Inn in on March 17-18, 2011.

A fantastic line up of speakers has been booked over the two days including:

- Dr. Hannah Mathers, State Extension Specialist Nursery and Landscape Ohio State University, speaking on: “Shocked or Not?: The First Years in the Landscape”, “Landscape Weed Control: “More Bite to Bark”, and “Fertilizing Landscape Trees”
- Geoff Brand, Saskatchewan Construction Safety Association, speaking on “Hazard Identification”
- Patricia Hanbidge, (University of Saskatchewan/ GardenLine/Saskatoon School of Horticulture), speaker on “The Sustainable Landscape”

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### IN THIS ISSUE

CNLA and Telus Mobility join forces!

Take advantage of cost-saving benefits for your company – become a member of SNLA



Are you Landscape Industry Certified?

*Welcome to the future of the landscape and nursery industry*  
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## A MESSAGE FROM THE PRESIDENT

Hello members.

I hope by now you have had some downtime and are preparing for the upcoming season. Given the amount of work left over due to last year's record rain, I expect it to be a record year for our industry in all areas of Saskatchewan. Planning for it is a crucial part of our business. Given the demand for our products as services, and the short time frame to accomplish our goals, we all should be spending real time creating our road map to success now while we have the time. Due to demand from members, SNLA is proud to have expanded its annual March meeting and seminar into a two day conference. Education was noted as a priority for members at our meeting in Regina last fall, and we hope this conference will add to the long list of benefits of being a part of the SNLA. I hope to see you there and to take advantage of the opportunity to network with colleagues and competitors. Information can be found at [www.snla.ca](http://www.snla.ca)



I also would like to take this opportunity to invite you to Landscape Alberta's Meeting in the Mountains, which will take place Friday March 11, at the Banff Centre. Info can be found at [www.landscape-alberta.com](http://www.landscape-alberta.com) 

Sincerely,

*Aaron*

Aaron Krahn  
President, SNLA  
Lakeshore Tree Farms Ltd.

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Phone: 1-866-383-4711  
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c/o Landscape Alberta Nursery  
Trades Association  
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[www.SNLA.ca](http://www.SNLA.ca)

## IMPORTANT DATES AND UPCOMING EVENTS

### LANTA's Meeting in the Mountains

March 11th, 2011, Banff Centre (Banff), AB

### SNLA Annual General Meeting and Conference

March 17th-18th, 2011, Saskatoon Inn, SK

### DEADLINE EXTENDED!

### Take Part in the 2010 Prairie Wage and Equipment Rates Survey!

Saskatchewan Nursery Landscape Association, Landscape Manitoba, and Landscape Alberta Nursery Trades Association are undertaking a Wage and Equipment Rates Survey for the 2010 year. The information will be used to provide our members with a valuable planning tool for their business. The surveys are completely confidential and only aggregate numbers will be used in the final report.

Visit [www.snla.ca/news.html](http://www.snla.ca/news.html) to download a copy of the survey.  
Please fax the completed survey to 1-866-833-8603 or 1-905-875-1840 before March 25, 2011. Thank you for your participation!





## TWO DAY CONFERENCE CONTINUED

- Darren Prebushewski, Expocrete Concrete Products Ltd., speaking on “New Hardscaping Products and Techniques”

In addition, we will hold our Annual General Meeting from 3:00pm-5:00pm on Thursday afternoon, and a Dinner and Landscape Awards Presentation from 5:00pm-8:00pm on Thursday evening.

We continue to look for sponsors for this event — as of February 15th our sponsors include Stewart Brothers Nurseries Inc. (Gold), Expocrete Concrete Products Ltd. (Bronze) and Saskatchewan Construction Safety Association (Speaker Sponsor), Lakeshore Tree Farms (Gold), Sawyer’s Trees and Landscape (Gold), and Cornell Design & Landscaping Ltd. (Bronze).

This event is a great way to get to know the association and its members. Come find out more about the benefits of membership and network with your industry peers.

See the included package for a registration form and sponsorship opportunities — we hope to see you there! (SNLA)



## CNLA AND TELUS MOBILITY JOIN FORCES

Last September, you may have seen some communications from CNLA promoting a new relationship with Telus Mobility. We did have an agreement, but due to technical difficulties with Telus' system, we had to put the relationship on hold while we ironed out many of the details. CNLA has compared offers from the big three providers in Canada (Telus, Rogers, and Bell). Telus' offer was, by far, the most competitive and offered the most value to members across the country.



We are now ready to announce that we have developed a solid offering through Telus Mobility for the membership, your employees, and family. There are two plans that will be offered that are both feature rich. Especially important to note is the credit back to you for activating your phones — a smartphone credit is \$240 and there is a \$150 credit for regular PCS phones. The credit will appear on your third statement. More details will be available on the CNLA website ([www.canadanursery.com/telus](http://www.canadanursery.com/telus)). Check back often to see the latest plan details, promotions, and how to take advantage of this member-only benefit. (SNLA)



**Join us!**

**Do you know someone who might be interested in membership with the SNLA?**

Direct them to our website [www.snla.ca](http://www.snla.ca) where they can view the benefits of membership and download an application form.

Those interested in membership with the SNLA can also call Rebecca (SNLA/CNLA) for more information at **1-866-383-4711** or email [rebecca@canadanursery.com](mailto:rebecca@canadanursery.com)

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## EXCELLENT MEMBERSHIP BENEFITS AWAIT YOU



As a member of Saskatchewan Nursery Landscape Association (SNLA) you are also automatically a member of the Canadian Nursery Landscape Association (CNLA). Members of these provincial and national associations are entitled to a number of savings programs through the member benefit programs.

By combining just two of the member benefits, you can recover the investment in your membership fees. Consider this when purchasing a truck — an essential part of any landscape business. As a member of SNLA and CNLA, you can save up to \$11,500 on a new Chevrolet or GMC Truck! In addition, you can save up to 2.9¢/litre on fuel to fill that truck when you use the Esso fuels savings program! If you fill your tank twice a week, you will save approximately \$416 a year per truck! These savings easily cover the cost of your membership.

You can also qualify for savings on essential products and services to operate your business. For instance, there are savings with John Deere equipment, CAT equipment, Visa, Mastercard and debit processing from Chase Paymentech, savings on print material, branding items, and payroll services from NEBS Business Products, as well as a 15 percent discount on select merchandise at Marks Work Warehouse!

We also offer the HortProtect Insurance Program, the only endorsed insurance program by CNLA, to help provide financial security and peace of mind for you, your employees and their families.

HortProtect includes Group Life & Health Insurance, Property & Casualty Insurance, Home & Auto Insurance and

a group RRSP plan that can be designed as employer paid, employee paid or a combination of both. This is a great way to attract and retain your valuable employees.

So what are you waiting for? Call Michelle with SNLA/CNLA at 1-888-446-3499 ext. 8655 today and ask for more information on all of your member benefits! If you are not yet a member, see the included membership application form, contact SNLA or visit the website [www.snla.ca](http://www.snla.ca) for more information on how to become a member. (SNLA)

### Dynamic, Experienced, Tree Nurseries CUSTOMER ACCOUNT MANAGERS

Stewart Brothers Nurseries Ltd. is a wholesale tree nursery specializing in growing prairie hardy deciduous and coniferous trees. We are celebrating our 100th Year of operations and we are one of the oldest operating nurseries in Canada. The head office and original nursery is located in Kelowna.

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[www.stewartbrothersnurseries.com](http://www.stewartbrothersnurseries.com)



landscape industry  
certified




## ARE YOU LANDSCAPE INDUSTRY CERTIFIED?

Spring is approaching quickly, and it is the perfect time to get certified. The Landscape Industry Certified programs are a great way to market yourself and your company. The brand is self-explanatory and will let your clients know that you strive to achieve excellence in your work.

You can earn your certification in the stream that best suits your job and abilities. The **Landscape Industry Certified Technician** program is for those who spend most of their time on the job site. This designation has five specialties: Softscape Installation, Hardscape Installation, Turf Maintenance, Ornamental Maintenance, and Interior Landscaping. The exam consists of a written and hands-on evaluation. The **Landscape Industry Certified Retail Horticulturist** exam is a similar structured program that is available for garden centre employees.

The **Landscape Industry Certified Designer** program is geared toward those in the design field. In order to get certified, candidates need to complete a written exam, and submit a portfolio of three of their projects.

For business owners and managers, the **Landscape Industry Certified Manager** program might be for you. This is a seven-part written exam that focuses on the aspects of owning and managing a business.

If you are interested in becoming Landscape Industry Certified, please contact the CNLA office at 1-888-446-3499 to find out more about your options and how to take the test. You can also find more information at [www.landscapeindustrycertified.org](http://www.landscapeindustrycertified.org). 

Qualified,  
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**Get Certified!**





## MEETING IN THE MOUNTAINS CONFERENCE

We are pleased to announce that the Meeting-in-the-Mountains Conference is back, to be held at The Banff Centre overlooking the town of Banff and surrounding mountains. We have scheduled the Conference for a Friday so that you can take advantage of being in Banff and then stay for an extra day or two.

- **Meeting-in-the-Mountains Conference** with the Annual Meeting and President's Dinner and Awards Presentation:
    - Friday, March 11, 2011 at The Banff Centre, Banff, AB
    - Seminar: Tree Survival in the Urban Landscape
- Municipalities, landscape architects and developers are constantly evolving specifications for tree supply, planting and maintenance. Over the last few years changes to tree specifications have made a major impact on our industry, and the best way forward is to ensure that critical knowledge is shared. Changes to tree production and planting specifications are the result of ongoing research into the complex life of urban trees. Many factors determine the potential for

tree success or failure, and it is especially important to understand how the growing, planting and maintenance actions we apply now will affect the health and lifespan of our urban trees.

- LANTA's "Tree Survival in the Urban Landscape":
  - Led by North America's leading tree researchers, Edward F. Gilman, Ph.D., will provide the most recent tree research information and challenge you to think differently about production, planting methods, and maintenance. New approaches to urban tree management will be discussed during a round-table meeting at the conclusion of the seminar.
  - Topics include (*preliminary list*):
    - Roots in nature compared to roots in the nursery
    - Urban design to support trees
    - Site analysis: choosing trees appropriate for the site
    - Tree selection for urban landscapes
    - Planting practices for trees in the urban landscape
    - Pruning considerations for urban trees

See you in the mountains! 



[www.SNLA.ca](http://www.SNLA.ca)

Our website serves as an information point for everything related to the association. It includes: General Information, Membership Benefits and applications, Member Directory and much more!

Don't miss this chance to advertise with us, reserve your space today! For more information about the website, advertising or submitting articles please contact Rebecca Doutré, Manager of Provincial Relations at: [rebecca@canadanursery.com](mailto:rebecca@canadanursery.com)

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