

For Best Rates
REGISTER BY
SEPTEMBER
8TH

general information

TRADEX

FREE
PARKING

SHOW HOURS Sept 27 & 28: 10:00 am – 5:00 pm

LOCATION Tradex, Fraser Valley Trade & Exhibition Centre
1190 Cornell Street, Abbotsford, BC V2T 6H5

REGISTRATION

Online: CanWestHortExpo.com
By Fax: 604.574.7773
By Mail: #102, 19289 Langley Bypass, Surrey, BC V3S 6K1
Contact: Yvonne Ehrenholz: 604.575.3513; yehrenholz@bclna.com

RATES Early Bird: BCLNA Members \$15; Non-Members: \$20
After September 8: \$25; Admission valid for both days of the show

SHUTTLE SERVICE Complimentary round trip service offered between Tradex and CanWest designated hotels on show days.

SPECIAL HOTEL RATE Main Hotel Room Block:
Sandman Abbotsford Airport Hotel
3010 Mt. Lehman Rd, Abbotsford, BC V4X 2L4
\$95/night, includes complimentary hot breakfast at Denny's
Reservations: 604.859.7263
Group Booking: 29639
Room Block Deadline: Sept. 1, 2017
Check the website for alternative hotels

SPECIAL TRAVEL RATES

West Jet: 10% discount on flights to YVR and YXX. Book online at westjet.com. Promo Code: YVR03, Coupon Code: YH5DHWX
Amtrak: 10% discount on reservations made to Vancouver.
Call 1-800-872-7245 to reserve. Convention Fare Code: X64E-968

REGISTER ONLINE

Printed in Canada

General Sessions | day 1



Wednesday
September 27

The Educational Program is brought to you by the BC Landscape & Nursery Association | Free Trade Show badge included with any session. | Early Bird pricing listed below. Rates go up after Sept 8.

NEW! 1 Day and 2 Day All Access Passes!

1 - Day Pass: Pick any 3 general sessions for just \$120 (Non-Members: \$150)
2 - Day Pass: Pick any 6 general sessions for \$185 (Non-Members: \$225)

Single Session Rates:

BCLNA Members: \$65; Non-Members: \$75

Concurrent Sessions: 8:30 - 10:00

Diagnostic of Plant Diseases

MARIO LANTHIER, CropHealth Advising & Research, Kelowna, BC
Hone your diagnostic skills and the methods to make the best assessment for common disease problems of trees, shrubs and flowers. Learn the visual cues that help distinguish between living factors (fungus, bacteria, virus) and non-living factors (nutrition, weather, chemical injury).

The Visioning Process

PATRICK MORELLO, LandInc. Toronto, ON
Learn how to generate ideas through inspiration from a site, a program or by bringing meaning to a project. Patrick will share a step by step approach of the visioning process utilizing examples of his own projects.

Clever Container Garden Commerce

CHRISTINE SALWITZ, Garden Centre Group, Renton, WA
This session will delve into making the most of container design sales for the entire nursery including pricing and design strategy. You'll walk away with ideas to get your brain thinking in a whole new way about selling container gardens; including edibles, trees and shrubs, miniatures and much more.

The Benefits and How To's for Starting a Bio Control Program

PAUL KOOLE, Bio Best Canada, Abbotsford, BC
So you want to start a biological control program in your greenhouse? Learn about the do's and don'ts; what you have to think about before you start and what you need to know when implementing a program.

Concurrent Sessions: 11:00 - 12:30

Reduce Your Maintenance with Mulch & Ground Cover

SEAN JAMES, Sean James Consulting & Design, Milton, ON
The best and most visually appealing way to reduce work is by using mulches and groundcovers. Sean will discuss a variety of both, their pros and cons, how to design with them while also touching on natives and biodiversity enhancement.

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Design Tips & Tricks

PATRICK MORELLO, LandInc. Toronto, ON

Learn many design tips and tricks from one of Canada's top landscape architects. Patrick will present case studies of various scales; walking through each project from vision to final design.

The Future of Garden Retailing

BRIAN MINTER, Minter Country Garden Ltd. Chilliwack, BC

In today's garden realities, we need to understand the new values of our changing consumer mix. It's more about what plants can do than what they are. Don't miss this opportunity to plug in.

Deciphering and Solving Fruit Tree Problems in Landscapes and Gardens

RICHARD HALLMAN, Fruit Tree Magic Garden Consultant, Langley, BC

There is a renewed interest in growing temperate fruit trees. These complex plants come with a set of problems that are uncommon to most other plants. Learn about these problems, how to avoid those that are avoidable and to manage those that are unavoidable.

Concurrent Sessions: 1:30 - 3:00

Management of Common Plant Diseases

MARIO LANTHIER, CropHealth Advising & Research, Kelowna, BC
Examine leaf diseases of trees and shrubs caused by fungi, bacteria and viruses. Factors that trigger infection and the appropriate management methods will be reviewed. The focus will be on non-chemical methods and the use of new biological fungicides allowed for use in organic production.

Creating a Pollinator Friendly Garden

SEAN JAMES, Sean James Consulting & Design, Milton, ON
Sean will discuss suitable plants and maintenance techniques for creating a pollinator friendly garden while also discussing sales techniques on how these initiatives can be marketed to promote your business.

15 Ways Your Displays Can Help You Sell More

CHRISTINA SALWITZ, Garden Centre Group, Renton, WA
21st century displays are a whole different ballgame and getting up to speed on the new rules will pay off! From making the "right first impression" to being "Buzzworthy" you will learn 15 tips and tricks for better displays and sales outcomes

Water Treatment Considerations and Options for Greenhouse Irrigation Water

LOUIS DAMM and **AL ZYLSTRA**, Dramm Corporation, Fenwick, ON
The session will discuss the issues growers struggle with regarding waterborne pathogens and biofilm. Water source, filtration, treatment options will be discussed.

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General Sessions | day 2



Thursday
September 28

Concurrent Sessions: 8:30 - 10:00

Rejuvenating A Tired Garden

VANESSA GARDENER NAGEL, Seasons Garden Design, Vancouver, WA
Garden editing begins with an analysis of what should stay and what should go and why. Vanessa works through design principles to assess texture, colour, and balance while also looking at circulation, transitions, gridlines and focal points.

Elegant Ways to Sell More Edibles

CHRISTINE SALWITZ, Garden Centre Group, Renton, WA
Edibles are one of the hottest topics in retail garden centres these days for the "under 35" crowd. Learn how to make your edibles department a booming success with the right promotion and sales techniques.

Marijuana - The #1 Profit Opportunity for Greenhouse Growers in the Next Decade

LEIGH COULTER and **BRYCE DANBROOK**, GGS Structures Inc., Toronto, ON
The business opportunities that are becoming available as a result of the push to legalize large-scale marijuana cultivation are globally significant. This presentation provides a look into the state of the industry, as well as opportunities and obstacles that face both new and seasoned cannabis growers and investors.

Concurrent Sessions: 11:00 - 12:30

Water Resilient Perennials

EGAN DAVIS, UBC Botanical Garden, Vancouver, BC
Egan will explain why plants are so resilient in nature and less so in our garden plantings. He will also provide suggestions for good water-wise perennials to use and how to create the right environment so that we can cut back on irrigation...or completely eliminate the dependency on supplementary water.

Trendscaping: How to Turn Fads into Fortune

SHELLEY LEVIS, Sow and Dippity.com, Langley, BC

Spotting trends, acquiring products and merchandising to meet your customer's expectations requires planning. Learn how to connect the dots for forecasting seasonal trends and how to create displays that inspire your customers to buy.

Crop Protection Application Options and Techniques

LOUIS DAMM, Dramm Corporation, Fenwick, ON

Louis will discuss the challenges for applying bio-rational products while presenting applications including Hydraulic wet spraying, targeted Cold Fogging, Thermal and Low Volume Cold Fogging and other new tools.

Concurrent Sessions: 1:30 - 3:00

Organic Turf Maintenance

MICHAEL COWAN, Edibella Organic Landscapes Inc., Victoria, BC
With the appearance of new legislation regarding the management of ornamental landscaping, we must find new ways to effectively manage turf grass without recourse to accustomed chemicals. Learn what tools and techniques can be used whether it be installation or maintenance.

Selling Nicely to Tough Customers

CHRISTINA SALWITZ, Garden Centre Group, Renton, WA
We've all had the experience of the "hard to please" customer, or the customer who constantly returns things and likes to make a loud show of their unhappiness. Christina will share new "tools" for your customer service tool kit to help you perfect dealing with tough customers.

Designing a Greenhouse for Cannabis Cultivation

LEIGH COULTER and **BRYCE DANBROOK**, GGS Structures Inc., Toronto, ON
The cannabis industry is here to stay, and cultivators are seeing the benefits of designing the ideal greenhouse facility for growing this valuable crop. To achieve a highly controlled environment and harvest the best product, there are many considerations to be made and there is no "one size fits all" solution. Learn how to design a greenhouse for commercial marijuana cultivation.



Coffee Sponsored by Clearview Horticultural Products Inc. and Creative Embroidery

2017 Horticulture Expo Canwest



SEPTEMBER 27/28
10:00 AM - 5:00 PM
TRADEX
ABBOTSFORD BC

Western Canada's Premiere
Horticulture Trade Show

Show Theme: O Canada!

Brought to you by
the BC Landscape &
Nursery Association

Register by
September 8
for Best Rates

Free Parking!

Photo: Vineland's Canadian Shield™



CANADA 150



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show highlights

WELCOME 'BC COMMUNITIES IN BLOOM'. BC CiB is hosting their 14th Annual Awards Banquet alongside the CanWest Show.

Greenhouse Zone | Sponsored by Goodwin's Greenhouse

New Location! Featured in Hall B, you'll find a large greenhouse placed along the main aisle showcasing the latest products and technology for greenhouse growers.

New Product Showcase | Sponsored by Bloomin' Easy

Check out the latest products to hit the BC marketplace. People's Choice Awards - Vote for your favorite new plant and product.

New! BC Plant Introductions

Celebrate the latest new plant introductions from BC's own innovative plant breeders.

Plant ID Contest | Sponsored by Inline Nurseries (2010) Inc.

Test your plant knowledge at the Certification Zone with a chance to win \$250. One draw each day.



New Location! Outdoor Equipment Demo Zone

Equipment Demo's, Food Trucks, & Landscape Industry Certified Testing Stations

The show is expanding outside Hall B where you will find the small and large equipment demo's, food trucks, and a chance to try out a few of the stations that are part of the Landscape Industry Certification testing.

REGISTER ONLINE



Opening Day Tailgate Party

Party Theme: O Canada! Celebrating Canada's 150 Years
Wednesday, September 27, 5:00 pm (Located under the big tent outside Hall B.)

Come join the party, eh? Grab a cold brewskie and taste some Canadian inspired appetizers. Winners of the Best in Show Booth Awards, Container Competition and Grower of the Year Award announced.



8th Annual Container Competition

A visual spectacle of beautiful designs. Vote for your favourite plant-up! Interested in competing? Contact Heather Petrie for details, hpetrie@bclna.com.

Attendee Prize Draw | Win \$1,000 Cash!

Receive one ballot for every order you place during the show. Ballots will be available from exhibitors and can be placed in the Drop Box located at the show entrance. Draw will take place at 4:30 pm on Thursday, September 28.

Job Board

Post a job notice or check out the great opportunities on the bulletin board located near the show entrance. Send your notice in advance to Michelle Linford - mlinford@bclna.com.



Design Workshop for Landscapers

hand graphics essentials

Tuesday, September 26 | Full Day Program | 9:00 am - 4:30 pm
Early Bird Rates: BCLNA Members/Students: \$250; Non-Members: \$300
After September 8: BCLNA Members/Students: \$275; Non-Members: \$325
Price includes lunch and trade show badge.

Instructors:
PATRICK MORELLO, Principal, Landinc, ON
MANSOOR MA, Associate Partner, Landinc, ON
Sketches and hand drawings remain the most fluent and unhindered way to transmit what is in a designer's imagination and is the fastest medium through which a designer can deliver concepts on a sheet of paper. Hand renderings are important basics for presentational drawings as designers get the feeling for perspective, angle, important focal points and composition.

Hone your hand drawing techniques in a unique training environment that will feature 2 internationally recognized instructors, real time demonstrations and hands on involvement. Learn the principles of 'loose', but professional hand graphics including line and colour theory, colouring techniques and composition. You will develop your skills as you work on two hand renderings over the course of the day. Insights to mixed media, graphics and technology and 3D drawings will be discussed.

New! Symposium+ Pass! Register for the Design Workshop and purchase a 1-Day All Access Pass for just \$60 to attend any 3-general sessions on Wednesday Sept 27 or Thursday Sept 28.



Symposium

urban foresters

Wednesday, September 27 | Full Day Program | 8:30 am - 3:00 pm
Early Bird Rates: BCLNA Members/Students: \$200; Non-Members: \$225
After September 8: BCLNA Members/Students: \$225; Non-Members: \$250
Price includes lunch and trade show badge.

Restoration Pruning After the Storm
GUY MEILLEUR, Historic Tree Care, NC
This segment will illustrate restoration pruning of storm-damaged and topped trees. With 12 years of data and samples that show solid regrowth and well-developed branch protection zones, Guy will walk you through a new kind of triage and surgery for trees: efficiently inspecting tree conditions, and specifying and demonstrating conservative cuts that restore stable, low-maintenance crowns.

Managing Aging Trees
GUY MEILLEUR, Historic Tree Care, Apex, NC
Myths abound around the mysteries in aging, hollow trees. Internal decay is met with fear, loathing, and engineering formulas. But hollowing helps trees by recycling waste, shedding weight, and gaining flexibility. Aging trees rejuvenate as new branches and roots arise, closer to the core. In this session, arborists will see how minimal interventions achieve maximal mitigation by imitating and facilitating the natural aging process.

Tree Risk Assessment for PNW Tree Disease
DR. JULIAN DUNSTER, Dunster and Associates Environmental Consultants Ltd., Victoria, BC
A critical component of tree risk assessment is recognition of tree diseases. There are many diseases affecting trees but not all of them require the tree to be condemned. Recognising and understanding tree disease must incorporate the two key principles: 1) Know what to look for, and 2) Know what you are looking at. Dr. Dunster will examine how these are applied in practice, and how they affect the likelihood of failure component in tree risk assessment, using examples of local Pacific Northwest diseases.

New! Symposium+ Pass! Register for the Urban Foresters Symposium and purchase a 1-Day All Access Pass for just \$60 to attend any 3-general sessions on Thursday Sept 28.

REGISTER ONLINE



workshop

stone wall



Wednesday, September 27 | Full Day Program | 8:30 am - 3:00 pm
Early Bird Rates: BCLNA Members/Students: \$250; Non-Members: \$300
After September 8: BCLNA Members/Students: \$275; Non-Members: \$325
Price includes lunch and trade show badge.

Featuring Instructor and Master Stonemason, WOLF SCHMITZ, Wolf Schmitz Construction and Stone Work, Vancouver BC
In gardens, stonework is an essential foundation element. In this year's workshop, you will learn from one of Vancouver's best stonemasons, Wolf Schmitz. In constructing an authentic, permanent stone sitting wall, you will build a beautiful work of art that will be safe, stable and an everlasting feature for Tradex.

New! Symposium+ Pass! Register for the Stone Workshop and purchase a 1-Day All Access Pass for just \$60 to attend any 3-general sessions on Thursday Sept 28.

Best of the fraser valley tour

Friday September 29 | Full Day Program | 8:30 am - 4:30 pm
Pre-Registration: BCLNA Members \$150; Non-Members: \$175. After Sept 8: BCLNA Members \$175; Non-Members: \$200. Price includes lunch and refreshments.

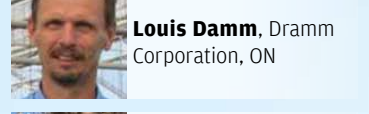
Visit the sophisticated facilities of Van Belle Nursery Inc. who specialize in the propagation of 500+ varieties of plants. Stroll a six-acre private residential site on the banks of the Fraser River - one of the most luxurious estate gardens in B.C. with multiple waterfalls, ponds, sweeping lawns and lavish plantings. Sample honey at Campbell's Gold Honey Farm & Meadery, craft cider from Fraser Valley Cider and artisan spirits from Roots & Wings Distillery. Your lunch destination is Krause Berry Farms & Estate Winery.

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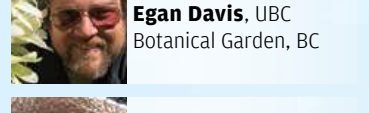
speakers



Leigh Coulter, GGS Structures Inc., ON



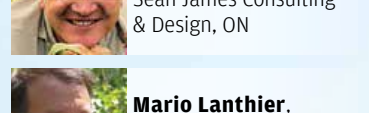
Louis Damm, Dramm Corporation, ON



Egan Davis, UBC Botanical Garden, BC



Vanessa Gardener Nagel, Seasons Garden Design, WA



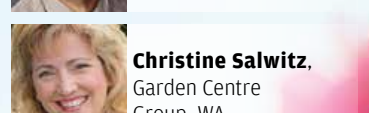
Sean James, Sean James Consulting & Design, ON



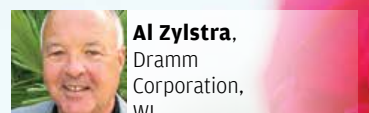
Mario Lanthier, CropHealth Advising & Research, BC



Mansoor Ma, Landinc., ON



Brian Minter, Minter Country Garden Ltd. BC



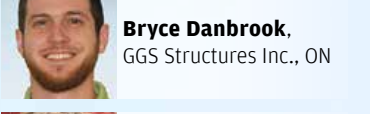
Christine Salwitz, Garden Centre Group, WA



Al Zylstra, Dramm Corporation, WI



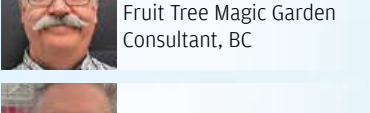
Michael Cowan, Edibella Organic Landscapes Inc., BC



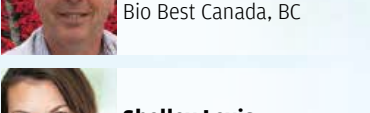
Bryce Danbrook, GGS Structures Inc., ON



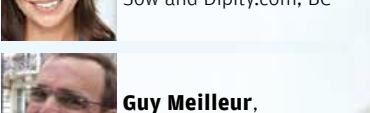
Dr. Julian Dunster, Dunster and Associates Environmental Consultants Ltd., BC



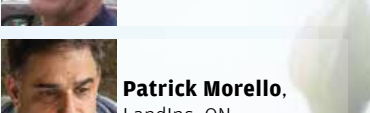
Richard Hallman, Fruit Tree Magic Garden Consultant, BC



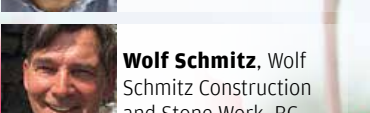
Paul Koole, Bio Best Canada, BC



Shelley Levis, Sow and Dipity.com, BC



Guy Meilleur, Historic Tree Care, NC



Patrick Morello, LandInc. ON



Wolf Schmitz, Wolf Schmitz Construction and Stone Work, BC

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