

HORTICULTURE

NOVEMBER/DECEMBER 2017
VOLUME 34 NUMBER 6

southwest



Arizona's Premier Sod Producer.

Now serving all of Arizona, New Mexico, & Southern California!



Varieties

- Midiron
- Tifway
- TifGrand
- Tifgreen
- Palmetto
- St. Augustine
- Sand-Base Tifway

Services

- Installation
- Big Roll
- Small Roll
- Hydro-sprigging
- Hydro-seeding



Official Turf Provider for the



evergreen TURF

PO Box 2770, Chandler, AZ 85244 • www.EvergreenTurf.com
1-877-418-8873 • 1-480-456-1199

southwestHorticulture

Arizona Nursery Association
Officers and Board of Directors

President

Don Waltemeyer..... Treeland Nurseries

President-Elect

Les Shipley..... Civano Nursery

Treasurer

Roger Ramsey.....Ewing Irrigation

Past President

Jay Harper... Harper's Nursery & Garden Centre

Board of Directors

Jeff Grass.... Mountain States Wholesale Nursery

Misti Warner..... Warner's Nursery & Landscape Co.

Tyler Francis.....Francis Roses

Associate Reps

Carol Ward-Morris..... AMWUA

Matt Bigham.....Western Growers

Patty Buerlein.....Gro-Well

Jim Marshall.....Hickman's Fine Fertilizers

Ex-Officio Members

Brett Cameron..Arizona Department of Agriculture

ANAFUND Representative to the Board

Cindy Riding.....Arizona Best Real Estate

Staff

Cheryl Goar..... Executive Director

Kayla Colvin.....Communication and Education Director

Official Magazine of the Arizona Nursery Association

1430 West Broadway Road, Suite 110

Tempe, Arizona 85282

480-966-1610 Fax 480-966-0923

e-mail: info@azna.org

Web: www.azna.org

SouthwestHORTICULTURE Magazine

Mission Statement

SouthwestHorticulture Magazine is the official news and educational publication of the Arizona Nursery Association, its members, affiliates and officers. It provides opportunities for academics to publish research of importance to ANA members, communicates significant information about ANA members and events, contains information that increases knowledge within the industry and presents a professional image of our members and affiliates. It offers advertising space to ANA members and non-members, which generates revenues in excess of publication costs.

The statements and opinions expressed herein are those of the individual authors and do not necessarily represent the views of the Arizona Nursery Association or its members. Likewise, the appearance of advertisers, or their identification as members of ANA does not constitute an endorsement of the products or services featured.

SouthwestHorticulture is published bi-monthly by the Arizona Nursery Association. It is sent to ANA and ALCA members as a membership benefit. Subscription rate for non-members is \$50 per year. POSTMASTER: Send address changes to 1430 West Broadway, Suite 110, Tempe, Arizona 85282. Phone: 480-966-1610.

www.azna.org

southwestHORTICULTURE

NOVEMBER/DECEMBER 2017

VOLUME 34 NUMBER 6

Feature

ANA Annual Meeting & Awards Dinner

Calendar

DECEMBER

14 ANA Board Meeting

24 Christmas Eve

25 Christmas

JANUARY

1 New Years

13 Master Gardener Citrus Clinic

18 ANA Board Meeting

20 Master Gardener Citrus Clinic (East Valley)

FEBRUARY

6 Smartscape Course Begins (See Smartscape flyer for registration details & all dates)

14 Valentines Day

Departments

2 Frontline

3 Insights

4 It's the Law

5 Industry News

6 ANA Out & About

7 AmericanHort News

8 Safety News

10 Feature

11 Insurance Update

17 ANA News

20 Advertiser Index

Cover Photo: Courtesy of Doreen Wynja (Monrovia Growers Website)
 Berri-Magic® Royalty Holly Combination
 Ilex x meserveae 'Blue Prince' & 'Blue Princess'



frontline

Don Waltemeyer, President

As I begin to write this, my last article as ANA President, I have to agree with the saying, "time flies"! It seems it was just yesterday that I was elected ANA President.

My goal with this article is to do my best to recap my work as your President and let you know a little about what I have learned and experienced.

First, I saw firsthand the work that goes on behind the scenes at ANA where we are constantly working with other associations be it other agricultural association in Arizona or working with the other nursery associations in the western region. It truly takes us all, partnering together, to address issues we have in common. Maintaining the working relationship our association has with the agriculture community in AZ to solve problems before they become problems is critical.

Second, the important work we do in partnership with AmericanHort. On national issues like labor, taxes and federal regulation, the effect that Arizona's strong relationship with our national association is key. Continuing to nurture that relationship between staff should remain a priority for the next ANA President.

Third, being a part of the process to testify to a legislative committee to get a bill through the legislature is certainly something I never envisioned to be doing! With my testimony and assistance from the other crop groups, expanded funding for AZ Department of Agriculture was achieved. I'm glad and proud I was able to play a part in the process.

Fourth, Going to DC and talking to AZ Senators and Congressmen to talk to them about issues in my business and yours. Without serving as your President, I probably wouldn't have ever made the time to do this. Just being a part of the process of this process on the federal level, knowing my way around the buildings and speaking to them as a small business person was rewarding. I encourage each and every one of you, if you get the chance, take it. Meet with them. It is important.

Fifth, the work that Cheryl and Kayla do every day to help with the administration of the association. They made time as president go as smoothly as possible and were always there to assist me like they are for you...daily.

Finally, I would like to thank the members of the association for their support and my fellow Board members for the time they invest for all of us. However, most of all, I would like to thank the members of ANA for having the faith to elect me as your President. This chance to take myself out of the day to day grind of my own business and see other operations, learn from them and get to know each of you a bit better is a highlight for me. Thank you.

And, I wouldn't be covering it all if I didn't end with a call to action to all of you. I would not have had any of these experiences if I didn't step up, take a chance, get out of my nursery and become involved. This was an incredible two years and I wish each of you would share this experience with me as a Past President. Especially the younger generation, step up, get involved and serve in your association. You will be amazed at how rewarding it can be.

Specimen Trees for Desert Landscapes
Arid Zone Trees

480.987-9094 Fax 480.987.9092
information@aridzonetrees.com
www.aridzonetrees.com



insights

Cheryl Goar, CAE, Executive Director

For my last column of the year, I wanted to reprint the letter sent from ANA President Don Waltemeyer to all ANA members detailing the service we strive to provide to our members and the need for a dues adjustment in 2018, after holding dues level for 10 years. Please know Kayla and I are here each day for any issues you have. Give us a call, we will do our best to address your concerns.

Happy Holidays to you and your family,

Cheryl

The Arizona Nursery Association's (ANA) motto—*Where Growing Businesses Can Thrive*—is more than just words on letterhead. ANA is on the front line in Arizona and with partners in Washington, D.C., working on your behalf to address regulatory and legislative issues. We are a nationally recognized leader in the nursery industry. Our expert staff is at your side, working to ensure you have what you need to create and sustain a thriving business.

In order to keep ANA providing this level of service, the Board of Directors has voted to adjust dues in 2018 for the first time in a decade. The invoices will be mailed December 1. On average, regular members will receive a \$300 increase; Associate members, a \$100 increase; and Affiliates & Friends, a \$15 increase.

Whether you run a nursery, or a business connected to the nursery industry, you know the many challenges nurseries face: finding customers, securing willing and able labor, ensuring reliable, sustainable water supplies. And importantly, accomplishing all of this in an efficient way, so your efforts are rewarded and you can turn a profit. ANA is working on all of these issues daily, on behalf of the entire Arizona nursery industry, with a goal of making the state a better place for you to do business.

Working together as an association, we have the power, resources, and ability to solve problems that affect your business and to protect the nursery industry. Your membership makes this possible. Because of you, our staff is here to fight the battles you don't have time to fight, to respond when you need assistance, and to leverage your collective buying power for better benefits.

ANA saves our members money, helps you reach target markets more easily, provides quality educational programming for you and your employees, and advocates on your behalf on the state and national level.

Just three of our valuable member benefits include:

- ❖ Our partner, Western Growers, offers ANA members affordable healthcare plan options, protects their interests, offers worker trainings, and helps members understand the Affordable Care Act and new reporting requirements.
- ❖ Our new member directory and buyer's guide for wholesale buyers is now ONLINE and searchable, not just printed, so

customers can reach it 24/7. ANA members receive a free online company profile listing plants, products and services you sell. Your logo and website will also be attached to that soon.

- ❖ The award-winning *Plant Something* campaign, launched by ANA, now stretches across the U.S. and into Canada, encouraging consumers to take action and enjoy the benefits trees and plants provide to their communities. ANA's retail members are listed on the site so your customers can find you quickly, including a map and a link to your website.

And of course, the SHADE Conference, our annual ag legislative luncheon, Southwest Horticulture Magazine and E-Updates, and more are part of ANA service. Our staff of two dedicated professionals is working for you every day.

What is your next biggest challenge? ANA is ready to go to bat for you, just let us know your issues, challenges or concerns.

We appreciate your support of the Arizona Nursery Association and hope we can count on your continued support. If you have any questions about the increase, please contact me.

QUEEN CREEK GROWERS

Wholesale Nursery
Providing quality container grown groundcovers, shrubs and trees 1 gallon to 36" box.
Specializing in custom and contract growing.
Queen Creek Growers, Inc.
2764 E. Sherry Lane, Queen Creek, AZ 85140
Office 480-888-7877 • Fax 480-888-0999
scott-tenge@qcgrowers.com

PROPAGATORS OF QUALITY LINERS

ZVIDA GROWERS

Let Us Root For You

Specializing in Drought-Tolerant Trees, Shrubs & Groundcovers

Mailing: 8924 E. Pinnacle Peak Rd., Ste G5-436, Scottsdale, AZ 85255
Location: 39596 N. Schnepf Rd., Queen Creek, AZ

Phone: 480-513-3125 • Toll Free: 866-270-1068
Fax: 480-513-3194 • E-mail: ZvidaGrowers@gmail.com

It's the Law



Contributed by John Caravetta
Associate Director - Plant Services Division,
Arizona Department of Agriculture

It's that time of year again when the department concludes inspections of nursery locations for general nursery certification (a.k.a. Arizona Certified) under the provisions of A.A.C R3-4-301, and invoices are sent to those nurseries that applied for 2016 certification. When payment is received for outstanding applications and the inspection record is supportive, the certificates, and **2018 application**, are issued. The certification is then good for the 2017 calendar year.

The entire certification process begins early with an application **deadline** of February 15th each year. **Applications can be returned as soon as they are received in the fall with the 2017 invoices. Applications received after February 15th are NOT guaranteed certification for the following calendar year.** The department places the applications in order received when scheduling inspections for certification so don't be late! There is a checklist on the back of the application form that will guide a nursery operation in what needs to be accomplished to be ready for a certification inspection when it is done thus avoiding delays for the operator and redundant, costly visits by the department to complete the required inspections.

If a nursery operator would like to take advantage of the department's on-line application process, they can request a login and password from Plant Services at 602-542-0992. After obtaining a login / password, the department's on-line applications

can be accessed via this web link <https://agriculture.az.gov/plantsproduce/nursery-export-certifications>. Otherwise, an application can be downloaded from <https://agriculture.az.gov/download-forms>, printed and sent in to the department via email, regular mail or facsimile. The cost for Arizona Certified certification is \$250 per location. If a nursery forgot to re-apply for certification and wants to be certified for 2017, then applications for the 2017 and 2018 (encouraged) calendar years should be submitted along with payment of \$250 for the 2017 certificate. The fee for the 2018 certificate would be billed in the last quarter of 2017.

In order to process an application, it should be signed by the owner/lessee of the property or manager of the business only. In addition, the correct acreage of the location is requested so the department can, in part, allot the appropriate staff time to conduct the required inspections/surveys of the property.

Arizona Certified is a good marketing tool for retail establishments, and is one of the best certification values for a wholesale nursery shipping out of state (in addition to other certifications that may be required such as Brown Garden Snail, etc.) as it avoids the necessity for single-shipment inspections which can be costly to the nursery and the department.

Industry news

Pinal County PM10 Agricultural Best Management Practices Program

Just a reminder for commercial nurseries in Pinal County, beginning in the calendar year 2017 and every subsequent three calendar years, the commercial farmer, nursery, dairy, feedlot, and irrigation district shall complete and submit a 3-year Expanded Survey to the Arizona Department of Agriculture. The producer shall complete the survey detailing the best management practices implemented that calendar year and submit it by January 31, 2018.

The purpose of the survey is to provide the Arizona Department of Environmental Quality (ADEQ) with data that will meet the EPA's reporting requirement and timeline for their National Emissions Inventory. The information you provide through the survey will allow ADEQ and EPA to model the overall benefit the BMP program has had on PM10 emissions within the non-attainment area. All data will be submitted to ADEQ without reference to a producer's name, making all information supplied anonymously to all regulatory agencies.

For your convenience, you can find a fillable survey on the Arizona Department of Agriculture's website at the following link <https://agriculture.az.gov/trainingassistance/agriculture-air-quality>. For more information or hard copies of the survey contact Rusty Van Leuven at 602-542-3484 or email at rvanleuven@azda.gov.



See info about Smartscape on page 13.

Ken and Judy Williams to receive Blue and Gold Award at FFA Gala

By Joyce Lobeck



One word sums up the value of the FFA experience for Ken Williams: "Outstanding."

"I think it's the greatest youth development organization in the United States," he says with fervor. "I love the product – the members – and seeing the development of these young people. They're outstanding members of society ... very important for agriculture and our country. I can't overemphasize what FFA does for young people ... their self-confidence and leadership skills. I'm very passionate about that."

He speaks from the personal experience of four years of involvement through high school, two terms as a state officer and a commitment of time and monetary support he's continued to FFA and agriculture education throughout his adult life.

Over the last 20-plus years, he has been a leader in the Arizona Agricultural Education/FFA Foundation as a founder, treasurer for two years, president for four years and *(continued on pg 12)*



Well Rooted Celebrating 43 Years!

TWO CONVENIENT LOCATIONS TO SERVE YOU

<p>Main Yard: 2744 E. Utopia Road Phoenix, AZ 85050 (602) 569-6604 Fax (602) 569-0064</p>	<p>South Yard: 8755 S. 27th Ave. Phoenix, AZ 85041 (602) 237-2535 Fax (602) 237-2010</p>
--	---

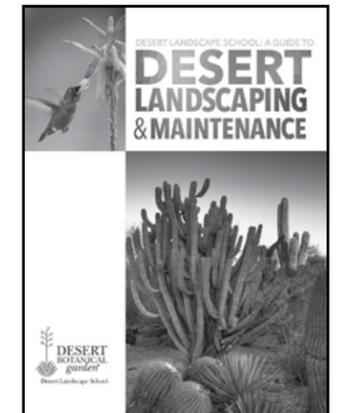
www.deserttreefarm.com
Image features Phoenix Bird™

PLANT • EDUCATE • SUSTAIN





Desert Landscape School



Desert Landscape School: A Guide to Desert Landscaping and Maintenance is the School's comprehensive training guide, with chapters that narrate the topics in each certificate. Best practices, illustrations and instructions guide you through how to select, install and maintain plants in a desert environment.

DESERT BOTANICAL GARDEN SHOP • 1201 N. Galvin Pkwy. Phoenix, AZ 85008 • gardenshop.dbg.org

ANA Out and About



[Reply](#)
[Retweet](#)
[Favorite](#)
[More](#)

Following

15,165 RETWEETS **6,534** FAVORITES



Treeland Nurseries @ The next generation learning the nursery business



Baseline Trees @ Annual BBQ and over 400 served!



AZ Farm Bureau @ Delicious BBQ brought to you by AZFB



Cheryl @ It's always a pleasure to meet Governor Ducey



Kayla @ Thanks Emilie and Chelsea for the tour of Desert Tree Farm



Green Goddess @ Wonderful Christmas Fiesta



ANA @ Congratulations Rob Johns for receiving the President's Award



Kayla @ Learning about how to be safe in the workplace w/ Sergio Loya, Western Growers



Cheryl @ Flowers still blooming in our warm AZ winter



Janet Rademacher @ Damn BIG cottonwood tree in Skull Valley, AZ!

Want to see your photo here? Send photos and posts to Kayla at kcolvin@azna.org

AmericanHort news

H-2B Cap Count Update

By Craig Regelbrugge

AmericanHort continues to urge Congress to pass immediate H-2B cap relief. We are concerned that the first-half fiscal year cap could be reached later this month. As of November 28, the Department of Homeland Security had received petitions for over 22,000 H-2B workers for the first half of fiscal 2018. Each half of the fiscal year is capped at 33,000 H-2B visas.



While we continue to push for permanent H-2B cap relief, the appropriations process continues to provide the best option for a short-term fix. The current spending bill expires on December 8. Congress is expected to pass another temporary spending bill to fund the federal government through about December 22, although that could stretch into January.

After the passage of another short-term measure, Congress will likely look to move a massive "omnibus" spending bill to fund the government for the remainder of the fiscal year. We are hopeful that Congress will include H-2B cap relief in this funding measure, but we will not be successful unless lawmakers continue to hear from their constituents about the importance of the H-2B program and the impacts to U.S. businesses and U.S. workers if the program is rendered useless by the arbitrary cap.

We are talking to lawmakers daily and urging them to pass a cap fix. If you have not weighed in lately with your lawmakers, please visit our [Voter Voice grassroots site](#). It only takes a few moments to make your voice heard.

Glyphosate Gets Renewed in EU, Label Requirements in CA

By Jill Calabro, PhD



After two years of consideration, the EU recently approved a five-year license renewal for

glyphosate. Glyphosate was given another look following a 2015 report by the World Health Organization (WHO) cancer agency that declared the herbicide a probable carcinogen. Germany was reportedly the last holdout but voted in favor of extending the license, against the wishes of France. The fight will continue, however, as French President Macron vowed to ban glyphosate as soon as a suitable alternative was available.

Much debate followed the WHO's classification of glyphosate as a probable carcinogen. This designation conflicts with the findings of numerous national and international agencies that conducted similar reviews.

In the U.S., the debate is less heated but exists. Monsanto and a coalition of U.S. farm groups recently filed suit against the state of

California to stop the requirement of cancer warnings on products containing glyphosate. California voted in 2015 to require cancer warnings on products containing glyphosate by July 2018. This label could even possibly apply to certain food products, and some commodity processors, such as flour mills, have begun asking farmers to test wheat for the presence of glyphosate.

Glyphosate is the most commonly used herbicide worldwide. Many studies have concluded that there is no link between human exposure to the herbicide and cancer, including studies conducted through the Agricultural Health Study (NIH) and even California's Office of Environmental Health Hazard Assessment.

Fungicides May Be Associated with Bumblebee Decline

By Jill Calabro, PhD

A research report to be released soon points to a connection between fungicide usage and prevalence of Nosema, a fungal pathogen, in bumblebees. The study is unique in that it is the first to consider multiple factors on a landscape scale associated with bumblebee decline. In total, 24 such variables were factored into the analysis and included things such as habitat, land use, and pesticide use.

The study analyzed data gathered from 2007 through 2009 and sought to determine which factors predicted Nosema presence and which factors predicted range contractions in declining bumblebee populations. Inputs of three insecticides (chlorpyrifos, aldicarb, and clothianidin), fungicides (chlorothalonil, mancozeb, and captan), and herbicides (glyphosate, atrazine, and 2,4-D) were calculated, in addition to habitat and land use variables (such as cultivated crops, agriculture, forest, developed, and natural areas).

Of the total 24 variables analyzed, fungicides were determined to be the strongest predictor of Nosema prevalence and bumblebee population decline. Chlorothalonil, in particular, was implicated for unknown reasons. Higher Nosema prevalence and population declines were also associated
(continued on pg 9)



Wholesale Arizona-Grown Citrus Trees

Proud participants of the Arizona Clean Citrus Stock Program

Our Arizona-acclimated citrus is available for delivery across the Southwest in 4 sizes: contracted grove trees, 5 and 15 gallon pots, and 24" boxes

Over 50 years experience

office: 928.726.4896

fax: 928.726.0343

www.sunsetnurseryinc.com





Ken Cooper
Director of Risk Strategy,
Western Growers Insurance Services
Western Growers Insurance Services is
endorsed by the ANA as their preferred
insurance broker. You can reach Ken at
949-379-3858 or kcooper@wgis.com

Injury Statistics and Safety Guidelines for Ladders

Ladders are tools. Many of the basic safety rules that apply most tools also apply to the safe use of ladders. Just like any tool, ladders present the risk for falls if they are not used properly or if they are not in good condition.

Ladder Injury Statistics

A Consumer Product Safety Commission (CPSC) report on ladder safety showed some eye opening statistics regarding the frequency and severity of ladder-related incidents in the United States. Every year, thousands of people are injured and hundreds are killed in ladder-related incidents. Determining the root cause of these incidents can lead to the prevention of the majority of injuries and deaths.

- ❖ More than 90,000 people receive emergency room treatment from ladder-related injuries per year.
- ❖ Elevated falls account for almost 700 occupational deaths annually.
- ❖ These deaths account for 15% of all occupational deaths.
- ❖ OSHA believes 100% of all ladder incidents could be prevented if proper attention to equipment and climber training were provided.
- ❖ Over the last 10 years, the amount of ladder-related injuries has increased by 50%.
- ❖ According to the Bureau of Labor Statistics (BLS), 50% of ladder-related incidents were due to individuals carrying items as they climbed a ladder.
- ❖ The most common type of ladder-related injury is a fracture, at 32% of all incidents.

Guidelines for Safe Ladder Use

Following safety guidelines and implementing a ladder policy can help in the prevention of ladder-related incidents. The following are several safety measures to keep in mind for ladder usage:

- ❖ Choose the appropriate type and size of ladder for the job.
- ❖ Inspect ladders at the start of each shift for cracks, breaks, loose/missing rivets or bent parts.
- ❖ Tag and remove defective ladders from the workplace for repairs or replacement.
- ❖ Never stand on the top 3 rungs. Paint the 3rd rung from the top red as a reminder.
- ❖ Face the ladder when ascending or descending while using

three points of contact at all times.

- ❖ Keep belt buckle, tool bag, or picking bag centered between outer rails of the ladder and do not over reach while working.
- ❖ Do not “walk” the ladder. Climb down to reposition the ladder when needed.
- ❖ Set the ladder on solid and level footing.
- ❖ To avoid slipping, wear work boots with heels (not sneakers) and keep outer soles free from mud, oil, or grease.
- ❖ Do not jump from ladders. Always use the bottom rung.
- ❖ Only one person at a time is allowed on a ladder.
- ❖ Place the base of a straight ladder out away from the wall or edge about one foot for every four feet of vertical height.
- ❖ Be sure the side rails extend at least 36 inches above the landing.
- ❖ For orchard ladders, place the 3rd leg outward, far enough so the steps are level and the 3rd leg is centered between the two side rails.

For ladder safety awareness, review the company’s ladder policy in place and review ladder use guidelines to all workers utilizing this tool. Ensuring that all workers follow safe work practices while performing their duties through the course of periodic audits and observations.

Additional resources for safe ladder use can be obtain from [OSHA, 3625-02R 2014, “Falling Off Ladders Can Kill”](#) or by contacting your insurance provider.

with bumblebee populations in less developed areas and at higher latitudes.



This study is purely based on correlations, and no direct causations can be drawn. However, this research strengthens the notion that multiple factors and their interactions are important in understanding bee decline, and the relationship between fungicides and pollinator health will likely come under greater scrutiny in the near future.

New Trucking Regs Implementation Phase to Begin December 18

By Tal Coley

New regulations by the Federal Motor Carrier Safety Administration (FMCSA) concerning electronic logging devices (ELDs) are creeping up and set to take effect on December 18th.

These changes, set in motion with the passage of the Moving Ahead for Progress in the 21st Century transportation bill in 2012 (also known as MAP-21), included a provision requiring the FMCSA to develop a rule mandating the use of ELDs. The regulations were amended at the end of 2015, outlining a phased-in approach to full compliance.

The first and current phase -- focused on awareness and transition -- has been ongoing since February 2016 with motor carriers having the option of using registered ELDs during this period.



The second phase, which focuses on phased in compliance, is set to begin on December 18, 2017. For drivers and carriers subject to the rule, the upcoming period requires the mandatory use of ELDs with existing AOBDRDs (Automatic On Board Recording Devices) grandfathered for two years until the full compliance begins in December of 2019.

As with any large-scale regulatory effort, there are a number of exemptions that might be applicable. For a list of these exemptions, visit [FMCSA's factsheet on exemptions](#). Caught off-guard and still unsure of what rules might apply to you? FMCSA has a wealth of reference material on its [ELDs resource page](#), including training webinars, checklists, and materials used during the recently-completed ELD Implementation National Tour. In addition, their [frequently asked questions document](#) has information as well. And if all else fails, the FMCSA information line can be reached directly at ELD@dot.gov or 800-832-5660.

Also, look for future programming from AmericanHort to keep members updated and informed on these regulations.

WESTERN TREE COMPANY
PHOENIX, AZ
GROWING NATIVE DESERT TREES & ORNAMENTAL SHADE TREES

24" Box up to 48" Box

Arizona Certified Nursery
Certifiable to ship out-of-state
Contract Growing for Large Projects

SALES:

Hunter Hawkins 602.625.1566 hunter@westerntree.com	Mo Ibarra 602.763.8004 mo@westerntree.com
Eric Johnson 602.738.8733 ej@westerntree.com	

Office 602.243.6125 • Fax 602.243.3764
3401 E. Southern Ave. Phoenix, AZ 85040
www.westerntree.com

Treeland
nurseries
Our Business is Growing

- ▶ Family owned and operated since 1965
- ▶ One of Arizona's largest wholesale and retail nursery operations
- ▶ Specializing in 15 gal.-72" box desert and ornamental shade trees
- ▶ Over 100 acres of growing facilities in Arizona

2900 S Country Club Dr. Mesa, AZ 85210
p:480.497.2525 f:480.497.2797
www.treeland.com

WOTUS Rule Update
By Craig Regelbrugge

On November 16, the Environmental Protection Agency (EPA) and the Army Corps of Engineers (the agencies) released a proposed rule to change the effective date of the 2015 Waters of the United States (WOTUS) rule. The proposed rule would delay the effective date of the regulation for two years. The delay gives the agencies additional time to finalize a rule to rescind the Obama-era regulation and ultimately replace it with a new rule.

The agencies also believe it is necessary to delay the implementation date due to a pending Supreme Court case over whether challenges to the WOTUS rule belong in federal appeals or district courts. If the Supreme Court determines that the initial review of challenges to the WOTUS rule belongs in district courts, then it would call into question the 6th Circuit's nationwide injunction. If the stay were voided or lifted, then the 2015 rule would take effect immediately in 37 states because of another stay issued for the remaining states by a district court judge in North Dakota. To avoid this risk, the agencies are proposing delay of the WOTUS rule implementation date.

Congress Closing in on Tax Overhaul

By Tal Coley

The Senate passed their sweeping tax reform package in the early morning hours of December 2, moving tax reform one step closer to law. Senate Republican leaders worked (continued on pg 14)

All Season Wholesale Growers



Beth Gosnell
6623 South 32nd Street, #4
Phoenix, AZ 85042

beth@allseasongrowers.com
phone 602-276-0230
fax 602-276-0660

Our Reputation Starts With You

Recap ANA Annual Meeting & Awards Dinner

In case you weren't able to attend, the ANA Annual Meeting & Awards Dinner was held on **Thursday, November 30** at the **Desert Botanical Garden**. We had over 170 members gather to celebrate ANAFUND's 30th Anniversary.



ANA members gather to celebrate ANAFUND's 30th Anniversary

President Don Waltemeyer welcomed everyone and thanked them for their support this year. He awarded Rob Johns with the ANA President's Award since Rob was the one who got Don involved with the association. Don then recognized Brett Cameron, AZ Department of Agriculture and Misti Warner, Warner's Nursery & Landscape Co. with retiring board member plaques and thanked them for their service.



President Waltemeyer with Rob Johns

ANA members then voted to approve the membership dues adjustment as well as elect new board members: Christine Fortman, Berridge Nurseries; Kevin Salamandra, Arid Zone Trees and John Caravetta, AZ Department of Agriculture to serve on the 2018 ANA Board of Directors.



Brett receiving his ANA retiring board plaque

Cindy Riding, ANAFUND Chairman informed members that ANAFUND has awarded \$410,380 in scholarships over the years and thanked Ken Williams and Demetrios Vlachos for their support as founding members. She then invited Beth Gosnell, Jeffrey Dinges and Valerie Ah Yong to the stage to share how receiving ANAFUND's scholarships made



an impact on their lives. Cindy thanked them and invited the 2017 scholarship recipients to the stage to be recognized and announced that ANAFUND awarded \$24,825 in scholarships to worthy students this year! Also, she recognized the 22 current named funds and asked if anyone in the audience would like to start a new

named fund or contribute to a current fund. Christine Fortman and Don Waltemeyer stood and announced that they would each like to start a fund and Ken Williams and Cindy Riding both said that they would like to make contributions to their funds.

To end the evening, the Mystery Box Auction and Green Raffle Ticket drawing was held. Thank you Phil Hemminghaus and Diann Prechel for being AMAZING auctioneers and raising \$1,750! In addition, congratulations to Holly Waltemeyer (\$3,000), Cindy Riding (\$1,500) and Misti Warner (\$500) for being the 3 winners of the Green Raffle Tickets!



Southwest SOD

PRODUCERS OF PREMIUM TURF

TRADITION. QUALITY. EXPERIENCE.

Southwest Sod has been producing premium turf since 1985. Our hybrid bermuda turf is ideally suited for Arizona's dry, western climate and is perfect for professional and home applications. We watch the grass grow so you don't have to.

Call today at 602.271.4266
www.southwestsod.com

Insurance update



Matt Bigham
Sales Manager,
Western Growers Insurance Services
Western Growers Insurance Services is endorsed by the ANA as their preferred insurance broker. You can reach Matt at 602-266-6147, ext 7452



Baseline Health Tests Can Shave Workers' Comp Claims Costs

More employers are testing new hires in physical jobs to establish a baseline in case they ever file a workers' comp claim down the road.

The aim is to establish what physical ailments and pain the new hire already has, so if they are injured you can find out if they aggravated an existing injury or it's just an existing injury that's flaring up. And if done correctly, baseline testing doesn't infringe on the worker's rights or health privacy.

Baseline testing should not be confused with physical evaluations that are conducted after a job offer, but prior to placement, to ensure the new hire doesn't have physical constraints that would keep them from performing their job. The data in a baseline evaluation cannot be used for that.

In fact, the data collected in baseline testing is kept sealed from the employer.

How it works

Baseline testing is best conducted on workers in physical jobs.

Baseline tests measure the signals traveling in the nerves and muscles, and include the use of electromyography. The tests are non-invasive and often include range-of-motion testing.

Employers that send their employees for testing cannot view the test results unless the information is needed to confirm or refute a subsequent injury.

If a worker files a claim for a soft-tissue or repetitive motion injury, the employer can order a second test, which will be used by the insurance claims adjuster or treating physician to compare to the baseline test. If there is no change in pathology, the claims administrator can deny the claim and the chances are high it won't be contested.

To avoid problems with singling out specific workers or

disabilities, you should perform this testing on the entire workforce – or at least in all of your physical jobs.

Under the law, you can order baseline testing at any time on any employee, and not just when they are hired.

The good thing about the testing is that it can identify legitimate claims. Since there is a baseline, when doctors compare and see a change in pathology, they can order treatment and workers' comp insurance pays for it and the worker's time away from work.

On the other hand, a second test can show irrefutable evidence that there was no chain in pathology and so the injury that the worker is claiming is likely not work-related.

Savings

Anecdotally, employers that use baseline testing see tremendous results in their workers' comp claims.

According to an article in *Business Insurance*, Wisconsin-based Marten Transport since starting baseline testing in 2015:

- Has seen its rate of soft-tissue injury claims for new hires drop from 3.3 per 100 new hires to 1.4.
- Has had only three of the 37 claims filed by new hires in their first six months showing actual injuries beyond soft-tissue pain that was documented when they began working.

Marten Transport conducts the tests as part of its employment agreement and uses a third-party company to carry them out.

The non-profit organization, the Gatesway Foundation, started using baseline testing by contracting with California-based Emerge Diagnostics to rein in its spiraling workers' comp costs.

It had been experiencing a high share of work-related musculoskeletal injuries (soft-tissue) claims, like injuries to muscles, tendons, ligaments, joints, cartilage and spinal discs.

The year prior to implementing baseline testing, the foundation's developed claims losses were \$1 million. In the first six months of the next policy year, prior to implementing the program, the foundation's developed losses were \$500,000 but, in the latter half of the year – after implementation – losses had dropped to \$30,000.

Overall, it reduced claims costs by \$316,544 and the program cost \$9,200 – a return on investment of 3,441%.

The takeaway

As mentioned, workers in physical jobs are the best candidates for baseline testing. That includes both light and heavy manufacturing, construction, agriculture, cleaning services and movers, to name a few.

But it could also be applied to any job that involves any type of repetitive motion, even without physical exertion.

DESERT TREES NURSERY

SINCE 1976

Providing quality plant material with quick and dependable service. Pick from a large selection of plant material. 1 Gallon to 36" box. Specializing in plants that thrive in our desert environment.

DESERT TREES NURSERY

9559 N. Camino Del Plata
Tucson, AZ 85742
1-800-873-3041 · 1-520-297-5664
Fax 520-297-5035
deserttreesnursery.com

Industry news *(cont. from pg. 5)*

continuing active board member. In addition, he and his wife, Judy, have personally funded scholarships that have benefited dozens of agriculture students.

For that commitment, Ken and Judy Williams have been selected as the recipients for the 2018 Blue and Gold Award to be presented during the second annual Blue and Gold Gala to be held Jan. 27 at the Sheraton Wild Horse Pass in Chandler.

“Ken really shows us what it means to be a supporter of FFA,” said Heather Rayner, Arizona Ag Education/FFA Foundation vice president, farmer, and chair of the gala. “He’s not only an exceptional donor, he’s one of those wonderful people who support our youth by serving on the board for so many years.” And it’s only fitting, Rayner added, that Williams’ wife of 57 years should also be honored for her role.

Williams related that he was born in Missouri, the son of a small-town grocer. In 1953, the family moved to Phoenix, where Williams attended high school and participated in the FFA program at Phoenix Union High School, serving two years as chapter president.

He went on to serve a term as secretary for the state FFA and then as president in 1958-59, spending that school year traveling extensively around the state and nation as a representative of the

Arizona organization.

“It was an outstanding experience,” he said. “FFA helped in my personal development and it confirmed what I wanted to do,” which was work in agriculture in some form. “FFA had a dramatic impact.”

In 1963, he was among the first graduates of a new agribusiness program at Arizona State College and went to work for the Valley National Bank in the agriculture credit department. Over the next 18 years, he moved up the management ranks with the bank to vice president for several years.

Williams decided in 1980 that it was time for a career change and went into the horticulture business. He bought a small nursery operation in Mesa that produced poinsettias. That operation grew to encompass several acres and 900,000 square feet of greenhouses and shade houses in Mesa and Queen Creek that produced one-quarter million poinsettias for Christmas each year. Under the name McK Greenhouses, he marketed his poinsettias to several large chains throughout Arizona, New Mexico, and Las Vegas.

He chuckled as he told the story of a couple of years that he enlisted his wife to visit each Costco in the Phoenix area every day from Thanksgiving to Christmas to ensure the stores had a fresh and full display of the plants. She also used a (continued on pg 16)



Arizona Wholesale Growers

Trees, shrubs and cacti for arid climates since 1982.

Over 80 acres of 4” annuals to 48” boxed trees. Xeriscape to ornamental varieties. Call for current catalog.
24032 North 19th Avenue Phoenix, Arizona 85085 Tel 623-581-3100 Fax 623-581-9984



Suncrest Nursery • 4204 E. Lone Mountain Rd. Cave Creek, AZ 85331 Tel 480-488-1968 Fax 480-488-8859



COLLEGE OF AGRICULTURE & LIFE SCIENCES

Cooperative
Extension

Maricopa County

Smartscape workshops are designed to provide education on the fundamentals of designing, installing, and maintaining beautiful, water-efficient landscapes.

The training program is specifically for landscape industry professionals such as: landscape architects and designers, installation and maintenance supervisors and crew members, nursery employees, municipal employees, and HOA committee members.

**Arborists can earn
20 ISA CEUs**

The Western Chapter of the International Society of Arboriculture has approved this course for 20 continuing education units.



**Landscape Architects can
earn LA CES credits**

The American Society of Landscape Architecture has approved this course for credits in the Landscape Architecture Continuing Education System.



When:

**Tuesdays and Thursdays
February 6 - March 1, 2018
3:00 to 6:00 PM**

Where:

**University Of Arizona Cooperative Extension
Maricopa County
4341 East Broadway Road
Phoenix, AZ 85040**

Presented by:

- University of Arizona Cooperative Extension, Maricopa County
- Financial support from the Arizona Municipal Water Users Association and the Arizona Department of Water Resources



For more information, please contact:

Kirti Mathura
Smartscape Program Coordinator
Smartscape@cals.arizona.edu
(602) 827-8206



Smartscape Course Schedule

Soils, Plants, and Water
Dr. Ursula Schuch, UA Plant Sciences
Tuesday, February 6, 2018

Landscape Design & Renovation
Judy Mielke, RLA, Logan Simpson Design
Thursday, February 8, 2018

Plant Selection and Installation
Kirti Mathura, Horticulturist
Tuesday, February 13, 2018

Drip Irrigation Design & Installation
Jeff Lee, Town of Gilbert
Thursday, February 15, 2018

Landscape Water Management & Irrigation Controllers
Rick Templeton, City of Phoenix
Tuesday, February 20, 2018

Maintaining Desert Adapted Plants
Steve Priebe, Arborist & Botanist
Thursday, February 22, 2018

Solutions to Plant Problems
Shannon Scott, AAA Landscape
Tuesday, February 27, 2018

Desert Adapted Plants
Kirti Mathura, Horticulturist
Thursday, March 1, 2018

Persons with a disability may request a reasonable accommodation, such as a sign language interpreter. Requests should be made as early as possible to allow time to arrange the accommodation.

SPACE FILLS UP QUICKLY SO REGISTER EARLY!

Registration opens in January

\$95 per person (for the entire course)

**Registration fees are non-refundable.
Registration limited to first 65 applicants.**

Issued in furtherance of Cooperative Extension work, acts of May 8 and June 20, 1914, in cooperation with the U.S. Dept of Agriculture, Jeffrey C. Silvertooth, Associate Dean & Director, Economic Development and Extension, College of Agriculture & Life Sciences, The University of Arizona. The UA is an equal opportunity, affirmative action institution. The University does not discriminate on the basis of race, color, religion, sex, national origin, age, disability, veteran status, or sexual orientation in its programs and activities.

diligently to get the votes necessary for passage, as there were a number of Republican senators on the fence in the beginning of the week. If signed into law, it would be the largest tax overhaul since the Reagan administration.



The bill passed 51-49. The likely next step is appointment of a conference committee of Senators and Representatives that will work out the differences between the bills, producing a final piece of legislation that will be voted on in both chambers.

A few things of note in the bill concerning our industry and some of the priorities AmericanHort fought for during and since the Impact Washington legislative summit in September:

- Cash accounting for growers remains intact. Other businesses that previously had certain restrictions received increased thresholds for use of cash accounting. The Senate bill increased the threshold to \$15M for small corporations and partnerships with a corporate partner to qualify. The bill also increased the general farm corporation limit to \$15M.
- It allows companies to fully and immediately deduct the cost of spending on equipment for five years – after those five years, there would be a phase-down.
- The estate tax is not fully repealed but exemption levels are temporarily doubled.
- An amendment was passed to remove the royalties provision related to the unrelated business income tax (UBIT), which would have affected many of our nursery and landscape association partners.

Senate Republicans hailed the passage as a win for taxpayers and a boost to the economy while Senate Democrats slammed the package as reckless and deceptive. The administration, as well as House and Senate leadership, have signaled that they would like to have a tax bill signed into law by Christmas. AmericanHort will continue to monitor proceedings in the conference committee as well as timing of a final vote.

Congress will now turn its attention to passing legislation to fund the government. An agreement must be made by December 8. The House is likely to seek a two-week spending extension to avoid a shutdown and allow for more time for negotiations on funding the government through September.

Horticultural Research Field Trip: Collaboration and Invention Abroad
By Jennifer Gray



The AmericanHort and HRI research staff were recently invited to meet with scientists at the USDA Agricultural Research Station in Wooster, Ohio to learn more about the collaborative work taking place there. The trip included robust discussions with five researchers, conversations with multiple post-doctoral and graduate students, visits to several labs, and tours of three nurseries.

Our visit reinforced that horticultural research is all about collaboration and invention. While the focus of each scientist is different, the network of labs and technicians on this USDA campus encourages conversation, sharing of ideas, and a culture

of innovation. Time and again, we heard instances of scientists needing a particularly configured piece of equipment, built from scratch through collaboration among scientists, shop, and lab techs.

The theme of collaboration and invention extended to our nursery visits. We met with Bill Hendricks at Klyn Nurseries, Karl Losely at Herman Losely & Son, and Tom Demaline at Willoway Nurseries. Each stop highlighted the innovative solutions they've created to deal with many issues - water, pest and disease management, staffing, shipping, and production.

Of particular interest to us was their unique takes on water management. None of the locations have access to groundwater, so they're all working to collect water in other ways. Water is never wasted at any of these sites!

All three locations showed us active or past test sites where they've allowed the USDA scientists to trial and test solutions over the years. These are impressive facilities with smart teams in place that meet challenges with creative thinking.

There's a tremendous amount of valuable work happening in Wooster. Highlights include the following:

- Intelligent spray application technology. This is important for horticulture because it allows targeted application for pesticides on field crops. The ROI for this innovation is upwards of 80-90% in savings on chemicals. Off-target spray and drift are minimized. Work on retrofitting existing field sprayers continues.
- The intelligent tech is now being fitted to boom sprayers (for greenhouse production) where it should provide similar results for irrigation, pesticide, and fungicide applications. Testing on boom sprayers in a working greenhouse production facility should begin later this winter.
- Research on water droplet retention and rebound is underway. Learning what happens once droplets get to plants will have important implications for irrigation, pesticide, and fertilizer applications.
- Scientists are working on predictive detectors of plant stress: a high-tech "nose" that can sniff out plant stress before it becomes visibly symptomatic, drones with multispectral cameras to identify early pest infestations, and painstaking work to determine attractants and repellents for ambrosia beetles and other pests.
- Researchers here are part of the only USDA group with projects focused specifically on greenhouse ornamental production, including flowering plants, herbs, and vegetables. Understanding the different factors and practices influencing the growth and development of greenhouse crops is key, and scientists are currently looking at carbon dioxide concentration and its impact on plant growth, appearance, and stress tolerance.

On behalf of the Horticultural Research Institute, the AmericanHort foundation, thank you to Dr. Heping Zhu for the invitation and the coordination. Thanks as well to Drs. Jennifer Boldt, James Altland, Mike Reding, and Chris Ranger for the informative updates on research goals and progress. Stay tuned for what's to come.

SHADE Conference

Friday,

August 10, 2018



SAVE THE DATE

SHADE 2018: Southwest Horticulture Annual Day of Education

At the J.W. Marriott Desert Ridge, Phoenix, AZ
An award winning educational program from the Arizona Nursery Association
Tracks include: Pest Management & Plant Health, Design, Irrigation, Trees & Plants and Innovative Landscape Trends



Earn Continuing Education Units (CEUs)

See Friends & Network

Visit Exhibitors at the MARKETPLACE

Southwest Horticulture Annual Day of Education

SHADE



Arizona Nursery Association
Where Growing Businesses Can Thrive

Industry news *(cont. from pg. 12)*

small van to deliver plants to outlying stores.

“My interest was that the stores sold all the plants they ordered,” he said. “They’re not very valuable after Dec. 25.”

He didn’t get many homemade Christmas cookies those years, though.

His nursery business further grew to include a location in Chino Valley and expanded into producing bedding and houseplants. In addition, he became part of a partnership in Texas that produced large houseplants in 3.2 million square feet of greenhouses and shade houses.

About 10 years ago he sold off his businesses to have time to travel with his wife. The couple now takes four trips a year, visiting places around the country and world.

However, Williams leaves a lasting legacy with the Arizona horticulture industry. He was a founding member of the Arizona Nursery Association Foundation that is celebrating 30 years this year, served as president from 1988 to 1989 and continues to be an active member of the board.

He and his wife also contribute regularly to the foundation that distributes thousands of dollars in scholarships each year that have benefited 300 students since its inception, said Cheryl Goar, executive director of the Arizona Nursery Association. These students have gone on to careers in the nursery business and as agriculture teachers, landscape architects, and other professions.

In addition, the Williams’ have established an endowment within the ANA Foundation that now funds four scholarships annually of \$1,000 each.

“We’re very fortunate to have Ken as a member of the association,” Goar said. “He is always there when we need him. He is passionate in his support of the industry, and Judy has been by his side.” She continued: “They’re a great couple. We’re thrilled they’re getting this recognition.”

The Williams also fund a scholarship program through the Morrison School of Agribusiness at ASU, they support The Salvation Army and Billy Graham Association, among other causes.

“I’ve been blessed to do what I wanted to do,” Williams said. “The Good Lord has been good to me that way.”

Most of all, though, he treasures his “great family” that includes two children, five grandchildren, and two great-grandchildren.

The Blue & Gold Gala will be held on January 27, 2018, at the Sheraton Wild Horse Pass. The Presenting Sponsor is the Arizona Farm Bureau Federation. Major event donors include Calcot, Desert Ford Dealers, Farm Credit Services Southwest, Salt River Project, Stotz Equipment/John Deere and the U of A College of Agriculture and Life Sciences, among others. Get tickets at www.BlueAndGoldGala.org

(continued on pg 19)

Whatever you grow...
We have what you need to make it better



Glen Steffensmeier
Cell 602.918.5293
gsteffen@wilburellis.com

WILBUR-ELLIS®

www.wilburellis.com | www.wilburellistempe.com
Office 480.921.8500 | Fax 480.921.8501

SAVE THE DATE

The BIGGEST night in Arizona Agriculture!

THE BLUE & Gold GALA

JAN. 27, 2018
AT THE SHERATON GRAND WILD HORSE PASS

PRESENTING SPONSOR

Arizona Farm Bureau



ANA news

U.S. Secretary of Agriculture Visits Francis Roses

A few weeks ago ANA Board Member, Tyler Francis spoke with U.S. Secretary of Agriculture Sonny Perdue about the ongoing labor issue here in Arizona. He reiterated that this was indeed a labor issue and not an immigration issue. While labor is important to all aspects of agriculture it is extremely critical for the nursery industry. Secretary Perdue agreed and understood the concern for the lack of labor and said that they are working with the President and Congress to get something done. Tyler extended an invitation to Secretary Perdue to visit his rose farm which he did on November 30 along with visit officials from the Arizona Department of Agriculture.



Secretary Perdue touring Francis Roses

Berridge Nurseries 80th Anniversary Celebration

Berridge Nurseries is celebrating their 80th anniversary this coming year! Jim Berridge Jr. founded the nursery in 1938 when he was just 20 years old and his family has continued to operate the nursery.



“Our grandfather started a legacy that my sister and I feel incredibly fortunate to have an opportunity to continue. We take our responsibility seriously to safeguard this

business for our community, as well as for our dedicated nursery professionals and their families, many of whom have been with us 10, 20 even 40 years,” said Christine Fortman, co-owner of Berridge Nurseries.

To celebrate this milestone, Berridge Nurseries will be hosting a series of events throughout 2018. Mark your calendars for:

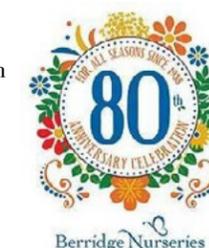
- January: Saturday Rose demonstrations presented by consulting rosarians
- April 7 & 8: Desert Valley Orchid Society Show & Sale
- April 14: The 20th Annual Art in the Garden
- May 19 – 21: May Money
- September 28: Seasons Holiday Shop Opening
- November: Berridge Nurseries’ Arizona Nursery Association Scholarship Presentation

In addition, Christine announced at the ANA Annual Meeting & Awards Dinner that they would be starting a named fund with ANAFUND in honor of their 80th anniversary!

Make sure to stop by Berridge Nurseries and congratulate them on their 80th Anniversary.

ANA Members Celebrate the Holidays

It’s that wonderful time of year again when the *(continued on pg 19)*



Get What You Need.

Our stores feature an open floor plan, stocked shelves and experts on staff. You’ll be sure to quickly get what you came for.

Follow us on social media:     

EWING
Irrigation & Landscape Supply
Shop online at EwingIrrigation.com

 Irrigation + Landscape  Turf + Land Management  Outdoor Living  Sports Fields  Golf  Sustainable Solutions

ANA news *(cont. from pg. 17)*

weather has finally cooled down and holiday cheer is in the air. As many of you know, our members have some of the BEST Christmas and Holiday parties in town!

Baseline Trees annual Christmas BBQ was on Friday, December 1 and over 400 people attended! Serving BBQ lamb, pork, brisket and chicken with all kinds of amazing sides, like the beans and pasta salad... YUM! Thank you Tom Jones for the wonderful poinsettias!



Thank You Baseline Trees for inviting us to the wonderful BBQ!



Green Goddess held their fiesta on Friday, December 8 and it was as joyful as ever! They had delicious Mexican food and great company to visit with.

Great time and visit with the Green Goddess crew!

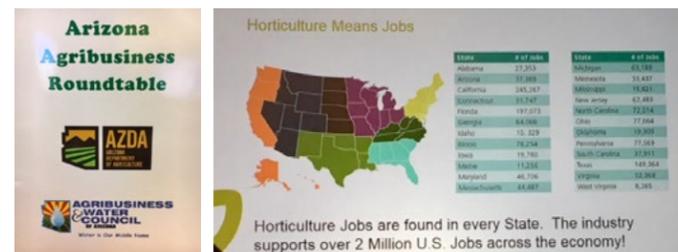
Annual Arizona Agribusiness Roundtable

The Arizona Department of Agriculture and the Agribusiness & Water Council of Arizona hosted the annual Arizona Agribusiness Roundtable on Monday, December 4. This year's theme was "A National Perspective on Agriculture: The Farm Bill & You". Among the many speakers, Ken Fisher the President & CEO of AmericanHort spoke on behalf of the horticulture industry. He sat on a panel with other representatives from the National Milk Producers Federation, National Grain & Feed Association and National Cotton Council. Ken informed everyone that horticulture is a \$196 billion dollar industry in the United States and there is well over a million people employed and working in the industry.



AmericanHort President & CEO Ken Fisher speaking about the horticulture industry

It was a very informative meeting and great to hear representatives from national organizations speak on issues regarding affecting their industries.



Western Growers Safety Training

Sergio Loya with Western Growers presented a training focused on back and lifting safety for nursery employees on December 13 at Desert Tree Farm. This special training was free for all ANA members.

Sergio stated that the most common incidents in the industry were back injuries, puncture wounds, eye incidents and general safety. As many of us know, injuries can be very costly to businesses and are totally preventable. For instance, taking just 5 minutes to stretch before lifting or using a lifting aid can really save someone from injuring themselves. He also advised to make sure and follow all company safety procedures and to be alert as to what all is happening around you in the workplace.

If you would like more information on back and lifting safety please call the ANA Office at (480) 966-1610.





A&P FARMS

Wholesale Division of A&P Nursery

Providing Quality Container Grown Plant Material

Shade Trees, Desert Trees, Shrubs, Vines & Groundcovers
1 gal. thru 36 inch box

Located in Queen Creek on Crismon Rd. between Ocotillo Rd. & Queen Creek Rd. East of Ellsworth Rd.

MAILING ADDRESS:
21295 Crismon Rd.
Queen Creek, AZ 85242
480-888-8823
Visit us at www.apnursery.com

Industry news *(cont. from pg. 16)*

Master Gardener Citrus Clinics

Have questions about citrus? Well make sure to mark your calendars for January 13 and 20 for the Master Gardeners Citrus Clinics. There will be presentations from experts on fertilization, irrigation, citrus varieties, pest management, pruning, fruit and nut trees and much more. You will also be able to taste over 100 varieties of citrus and learn about selection, planting and

maintaining your citrus trees.

The clinics begin at 8:30 a.m. and admission is only \$10 per person and the citrus reference guide is \$5. Please see the ads below for details on locations!

To register please visit extension.arizona.edu/maricopamg



January 13, 2018

Justice Brothers U-Pick

\$10 Admission
\$5 Citrus Reference
8:30 am gates open
9:00 am Presentations Begin

Do You Have Citrus or Want to Grow It? Join Our Experts Tasting Table 102 Varieties Selection, Planting, Care

PRESENTATIONS ON:

Fertilization	Citrus Varieties	Fruit & Nut Trees
Irrigation	Pest Management	Tasting Table
	Pruning	Dates

Tickets:
Maricopa County Cooperative Extension
4341 E Broadway Rd., Phoenix
602-827-8200
Tickets available at the gate.
extension.arizona.edu/maricopamg

Sponsors:
University of Arizona
Maricopa County Cooperative Extension
Maricopa Master Gardeners
Yuma Mesa Agricultural Center
Justice Brothers U-Pick

Directions:
From Loop 303
Take W. Greenway Rd. exit 115 west approx 2.5 miles.
After Greenway becomes a dirt road and crosses the canal, turn south on Perryville Road. Follow Citrus Clinic signs.

Outdoor Event. Rain or Shine No Pets. Please wear appropriate attire. Bring a Lawn Chair.



January 20, 2018

8:30 am - Noon

Greenfield Citrus Nursery
2558 E. Lehi Road, Mesa, AZ

\$10 Admission
\$5 Citrus Reference

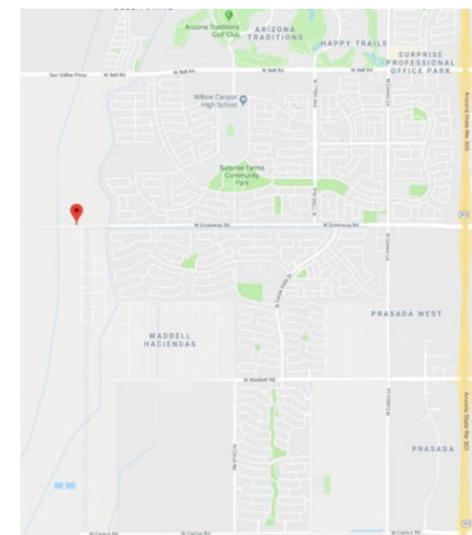
Do You Have Citrus or Want to Grow It?

Join our Experts - Tasting Table

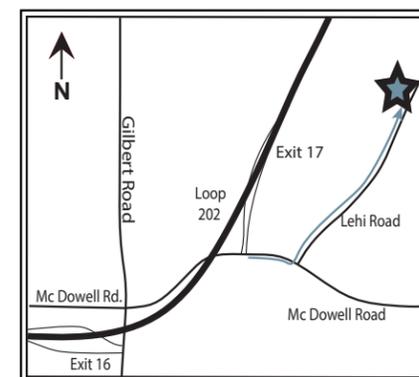
102 Citrus Varieties on Display
Selecting, Planting and Care
Fruit Trees for Sale * Fruit for Sale

extension.arizona.edu/maricopamg
Purchase tickets at the gate

Outdoor Event - Rain or Shine - No Pets
Please wear appropriate attire and bring a lawn chair



Location:
Justice Brothers U-Pick
18800 W. Greenway Rd.
Surprise AZ 85388



From the West on Loop 202:
East on 202 to Gilbert Rd. Exit north 300 ft to McDowell. East on McDowell Rd. to 2nd stoplight (Lehi Rd.) North on Lehi Rd. Orchard is on the left.

From the SR 60 East: North on Gilbert. East on McDowell. North on Lehi Rd. Orchard is on the left. Or

From the East on Loop 202: McDowell Rd Exit 17. Go East (left) onto McDowell Rd. North on Lehi Rd. The first road on left. Orchard is on the left.

Advertiser Index

A & P Nurseries.....	18
All Season Wholesale Growers.....	8
Arid Zone Trees.....	2
Arizona Wholesale Growers.....	12
Cox Cactus Farm.....	20
Desert Landscape School Ad.....	5
Desert Tree Farm.....	4
Desert Trees Nursery.....	11
Elgin Nursery and Tree Farm.....	20
Evergreen Turf.....	IFC
Ewing Irrigation.....	17
Paradise Wholesale Nursery.....	20
Queen Creek Growers.....	2
SHADE.....	15
Southwest Sod.....	10
Sunset Nursery.....	7
Treeland Nurseries.....	9
V&P Nurseries.....	IBC
West Coast Turf/Western Sod.....	IBC
Western Growers.....	BC
Western Tree Company.....	8
Wilber Ellis.....	16
Zvida Growers.....	3

COX CACTUS FARM

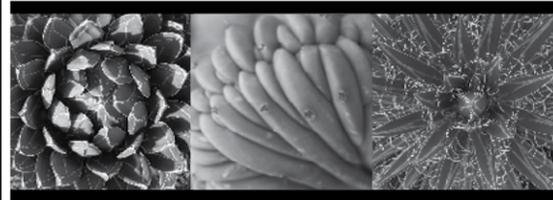
We are **Arizona's largest** grower of cacti and succulents offering the broadest selection of **Agaves, Aloes, Euphorbia, & Cacti** from one gallon up to 30in box specimens

We grow shrubs, trees, and palms too!

From Bursage to Valentine and Acacia's to Vitex and everything in between... **plus so much more!**

We have **excellent quality & unsurpassed customer service** offering **fast & friendly will-calls** as well as **state-wide deliveries**

We are your **one-stop shop**. If we don't have it, we'll find it for you. One phone call... that's all... and your plants are purchased and **ready when you need them!**



Cody Bennett

480.751.9344

cody@coxactushome.com

Frank Farina

480.721.0382

frank@coxactushome.com

fax: 480.336.2933

- just 12 minutes from I-17 and Hwy 101 -
34623 N. 7th Avenue, Phoenix, AZ 85086
located at the northeast corner of 7th Ave & Carefree Hwy

QUALITY | VARIETY | SERVICE

Featuring **BOBSod**

OFFICIAL TURF OF THE ARIZONA DIAMONDBACKS & CHASE FIELD

Installation available
800/832-TURF

www.westernsod.com

Arizona's most popular turfgrass

WESTERN SOD

WEST COAST TURF



NURSERY LOCATION:

**Southwest Corner of
75th Avenue & Acoma
1/2 Mile North of Thunderbird Road**

**Wholesale grower of trees,
shrubs, agaves, etc.**

MAILING ADDRESS:
14337 North 75th Avenue • Peoria, AZ 85381

(623) 979-7870 • Fax (623) 979-4325

E-mail: PWNsy@aol.com



ELGIN

NURSERY AND TREE FARM

**Quality Growers of
Trees, Shrubs, Groundcovers
Arid Land Plants and Cacti**

Liners Through 36" Box
(Arizona and California Certified)

NURSERY LOCATION: CALL FOR PRICE QUOTES
8606 West McDowell Road Jonathan Mobile: 602-903-3700
Phoenix, AZ 85037 Fax: 623-936-4737

www.elginnursery.com

"Green and Growing"



Growing with the Southwest



Caesalpinia pulcherrima



Agave 'Blue Glow'



Hibiscus 'Sunnywind'



Bougainvillea 'Flame'



Tecoma 'Bells of Fire'™ PP#24170P2



Tecoma 'Sparky'™ ppaf



V&P Nurseries, Inc.

Arizona Grown



Chino Valley • Queen Creek • Phone: 480-917-9847 • Fax: 480-917-2856 • www.vpnurseries.com

Arizona Nursery Association

1430 West Broadway
Suite 110
Tempe, AZ 85282

Change Service Requested

PRSR STD
U.S. Postage
PAID
Phoenix, AZ
Permit No. 1



Full Coverage. **Now and Always.**

   800-333-4WGA
www.wgis.com
ADI #1800011832 | CDI #0167814

**WESTERN GROWERS**
INSURANCE SERVICES