

## Resources for Greenhouse and Nursery Operations and Operators

*Joyce Latimer, Extension specialist, Horticulture, Virginia Tech*

*Gregory K. Eaton, Extension Specialist, Greenhouse Crops, and Extension Specialist, Nursery and Landscape, Virginia Tech*

### Resources for Starting a Business:

#### Virginia Department of Business Assistance

Street Address (8th & Main Building): 707 E. Main Street, Suite 300, Richmond, Virginia 23219

Mail Address: P.O. Box 446, Richmond, Virginia 23218-0446

Telephone: (804) 371-8200; Fax : (804) 371-8111

E-mail: [webmaster@dba.state.va.us](mailto:webmaster@dba.state.va.us)

[www.dba.state.va.us](http://www.dba.state.va.us)

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

Longwood Small Business Development Center Business Plans - A business plan should be brief and to the point. The summary and financial projections are the first parts of the plan that the banker or investor will read. If they make financial sense, then the rest of the plan will have additional value. This site includes a

sample business plan outline as a guide to organization and content. Also see guidelines to make sure your client's plan avoids the 10 most common business plan mistakes. For more information and a more comprehensive guide to business plans read Longwood SBDC's cookbook, "How to Start Your Own Business: A Recipe For Obtaining Capital".

[www.dba.virginia.gov/Web%20Link%20Docs/RecipeforObtainngCapital.pdf](http://www.dba.virginia.gov/Web%20Link%20Docs/RecipeforObtainngCapital.pdf)

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

<http://agebb.missouri.edu/mac/index.htm>

Cornell University - Horticultural Business Management and Marketing Program

[www.aem.cornell.edu/special\\_programs/hortmgt/index.htm](http://www.aem.cornell.edu/special_programs/hortmgt/index.htm)

North Carolina State University website for beginning nursery businesses Includes characteristics of the modern nursery business, start-up cost estimates and links to additional resources.

[www.ces.ncsu.edu/depts/hort/nursery/](http://www.ces.ncsu.edu/depts/hort/nursery/)

### Partial List of Horticultural Distributor Companies:

Griffin Greenhouse and Nursery Supplies Inc., 5612 Pride Road, Richmond, VA 23224-1028; Tel: (804) 233-3454, (800) 411-3454; Fax: (804) 233-8855; [www.grif-fins.com/](http://www.grif-fins.com/)

Maryland Plants and Supplies, 9103-G Yellow Brick Road, Baltimore, MD 21237; Tel: (410) 687-3885,

(800) 248-2818 Fax: (410) 687-3903; [www.mdplant-sandsupplies.com/](http://www.mdplant-sandsupplies.com/)

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

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

## **Partial List of Greenhouse Manufacturers and General Supply Companies:**

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

The National Greenhouse Manufacturers Association, 4305 North Sixth Street, Suite A, Harrisburg, PA 17110; Tel: (800) 792-NGMA, (717) 238-4530; [www.ngma.com/index.htm](http://www.ngma.com/index.htm)

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

Atlas Greenhouse Systems, Inc., Highway 82 East, P.O. Box 558, Alapaha, GA 31622; Tel: (800) 346-9902; [www.atlasgreenhouse.com](http://www.atlasgreenhouse.com)

Brady Rooms, Inc., 10A New Bond Street, Worcester, MA 01606; Tel: (508) 798-2600, (877) 77-BRADY; [www.bradyrooms.com](http://www.bradyrooms.com)

The Buffalo Horticulture Company, 1020 Barber Creek Drive, Suite 324, Watkinsville, GA 30677; Tel: (706) 613-3955, (800) 845-1664; Fax: (706) 613-3959; [www.horticulturesales.com](http://www.horticulturesales.com)

Carolina Greenhouses, 1504 Cunningham Rd, Kingston, NC 28501; (800) 635-4532; [www.carolinagreenhouses.com](http://www.carolinagreenhouses.com)

CASSCO, 3601 Wetumpka Highway, Montgomery, AL 36110; Tel: (800) 962-1922, (334) 272-2140; Fax: (334) 272-2422; [www.cassco.cc/](http://www.cassco.cc/)

Conley Greenhouse Manufacturing & Sales, 4344 Mission Blvd., Montclair, CA 91763; Tel: (800) 377-8441, (909) 627-0981; Fax (909) 628-3774; [www.conleys.com](http://www.conleys.com)

CropKing Greenhouses, 230 Quadral Dr., Wadsworth, OH 44281; Tel: (800) 321-5656; [www.cropking.com](http://www.cropking.com)

Graco Fertilizer Company, 8 Alton Hall Road, Cairo, GA 39828; Tel: (229) 377-1602; Fax: (229) 377-8348

Hoop House Greenhouse Kits, P.O. Box 2430, Mashpee, MA 02649; Tel: (800) 760-5192; Fax: (508) 539-1108; [www.hoophouse.com](http://www.hoophouse.com)

Hummert International, 4500 Earth City Expressway, Earth City, MO 63045; Tel: (800) 325-3055; [www.hummert.com](http://www.hummert.com)

Janco Greenhouses, Bright Tower Mfg. Co., Inc, 138 Cathedral St., Elkton, MD 21921; Tel: (800) 323-6933, (410) 392-7875; Fax: (410) 392-7876; [www.jancoinc.com](http://www.jancoinc.com)

National Greenhouse Company, Division of Nexus Corporation, 10983 Leroy Drive, Northglenn, CO 80233; Tel: (800) 303-1543, (303) 457-9199; Fax: (303) 457-2801; [www.nationalgreenhouse.com](http://www.nationalgreenhouse.com)

Private Garden, 36 Commercial Drive, Box 600, Hamden, MA 01036; Tel: (413) 566-0277; Fax: (413) 566-8806; [www.private-garden.com](http://www.private-garden.com)

Stuppy Greenhouse Supply Co., 1212 Clay St, Kansas City, MO 64116; Tel: (800) 733-5025, (816) 842-3071; Fax: (800) 423-1512; [www.stuppy.com](http://www.stuppy.com)

V-J Growers Supply, 500 W. Orange Blossom Trail, Apopka, FL 32712-3454; Tel: (407) 886-5555; Fax: (407) 880-1722

For a list of organic soil mix materials and soil mixing equipment suppliers, see this ATTRA publication on Organic Potting Mixes; [www.attra.org/attra-pub/potmix.html](http://www.attra.org/attra-pub/potmix.html)

## **Websites for Greenhouse and Nursery Production Information: Greenhouse**

### **Ornamental Crop Production:**

Virginia Tech Commercial Floriculture Website  
[www.floriculture.vt.edu/](http://www.floriculture.vt.edu/)

North Carolina State University Commercial Floriculture  
[www.ces.ncsu.edu/depts/hort/floriculture/](http://www.ces.ncsu.edu/depts/hort/floriculture/)

Managing Micronutrients in the Greenhouse  
[www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL553.pdf](http://www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL553.pdf)

Alkalinity Control for Irrigation Water in Greenhouses  
[www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL558.pdf](http://www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL558.pdf)

Water Considerations for Container Production of Plants

[www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL557.pdf](http://www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL557.pdf)

Ohio State University - Ohio Floriculture Online

[www.ag.ohio-state.edu/~flori/index.html](http://www.ag.ohio-state.edu/~flori/index.html)

Texas A&M Greenhouse Publication Links

<http://aggie-horticulture.tamu.edu/greenhouse/index.html>

University of Georgia Trial Gardens

<http://ugatrial.hort.uga.edu/>

Yoder Brothers, Inc. – Technical Guides

[www.yoder.com/Growers/tech\\_guides.aspx](http://www.yoder.com/Growers/tech_guides.aspx)

University of Florida - Height Control of Poinsettias (photo journal of treatment decisions)

<http://hort.ifas.ufl.edu/floriculture/height2008/>

Ecke - Cultural Tip Sheets for Ecke Poinsettias

[www.ecke.com/html/h\\_points/points\\_tech.html](http://www.ecke.com/html/h_points/points_tech.html)

Purdue University Floriculture Extension

[flowers.hort.purdue.edu/](http://flowers.hort.purdue.edu/)

Fischer USA – Cultural Informational Guides and Diagnostic Guides

[www.fischerusa.com/default.aspx?TabID=43](http://www.fischerusa.com/default.aspx?TabID=43)

### **Nursery Production:**

North Carolina State University Nursery Cultural Practices

[www.ces.ncsu.edu/depts/hort/nursery/cultural/index.htm](http://www.ces.ncsu.edu/depts/hort/nursery/cultural/index.htm)

Mountain Horticultural Crops Research and Extension Center - Nursery Crop Production/Landscape Horticulture

[www.ces.ncsu.edu/fletcher/programs/nursery](http://www.ces.ncsu.edu/fletcher/programs/nursery)

Sustainable Small-Scale Nursery Production, ATTRA publication

[www.attra.org/attra-pub/nursery.html](http://www.attra.org/attra-pub/nursery.html)

Texas A&M Nursery Course Online

[extension-horticulture.tamu.edu/hort431/hort431.html](http://extension-horticulture.tamu.edu/hort431/hort431.html)

### **Greenhouse Vegetable Production:**

Dr. Merle Jensen, University of Arizona, Scientific review of greenhouse hydroponics, 1997

[ag.arizona.edu/PLS/faculty/MERLE.html](http://ag.arizona.edu/PLS/faculty/MERLE.html)

Mississippi State University - Greenhouse Tomato Page

[www.msucare.com/crops/comhort/greenhouse.html](http://www.msucare.com/crops/comhort/greenhouse.html)

Louisiana State University – Louisiana Greenhouse Tomato Handbook

[www.ces.ncsu.edu/depts/hort/greenhouse\\_veg/pdf/LouisianaTomatoBook.pdf](http://www.ces.ncsu.edu/depts/hort/greenhouse_veg/pdf/LouisianaTomatoBook.pdf)

Noble Foundation Horticulture- Economic Feasibility of Hoop House Tomatoes

[www.noble.org/ag/Horticulture/HoopTomato/Index.htm](http://www.noble.org/ag/Horticulture/HoopTomato/Index.htm)

North Carolina State University, Dr. Mary Peet's Greenhouse Vegetable Production Website

[www.ces.ncsu.edu/depts/hort/greenhouse\\_veg/](http://www.ces.ncsu.edu/depts/hort/greenhouse_veg/)

Dr. Mary Peet's List of Greenhouse Vegetable Resources

[www.ces.ncsu.edu/depts/hort/hil/hil-32-a.html](http://www.ces.ncsu.edu/depts/hort/hil/hil-32-a.html)

Appropriate Technology Transfer for Rural Areas (ATTRA): Greenhouse & Hydroponic Vegetable Production Resources on the Internet

[www.attra.org/attra-pub/ghwebRL.html](http://www.attra.org/attra-pub/ghwebRL.html)

Cornell Controlled Environment Agriculture (CEA) Grower Handbooks, hydroponic lettuce, spinach or pak choi

[www.cornellcea.com/handbook\\_home.htm](http://www.cornellcea.com/handbook_home.htm)

New Mexico Hydroponic Vegetable Publication (tomato, cucumber and lettuce)

[www.cahe.nmsu.edu/pubs/\\_circulars/circ556.html](http://www.cahe.nmsu.edu/pubs/_circulars/circ556.html)

Oregon State University Greenhouse Cucumber Guide

<http://hort-devel-nwrec.hort.oregonstate.edu/greenhouse.html>

The National Organic Program (not specific to greenhouse production)

[www.ams.usda.gov/nop/](http://www.ams.usda.gov/nop/)

### **Greenhouse Fruit (strawberry, raspberry) Production:**

Cornell's Winter Raspberry Production Guide

[www.fruit.cornell.edu/Berries/ghrasp.html](http://www.fruit.cornell.edu/Berries/ghrasp.html)

Cornell Berry Information Page (check out the images under the HORT 442 Class)

[www.fruit.cornell.edu/berry.html](http://www.fruit.cornell.edu/berry.html)

University of Massachusetts Greenhouse Raspberry project

[www.umass.edu/fruitadvisor/factsheets/greenhouserasp/raspberriesgh.htm](http://www.umass.edu/fruitadvisor/factsheets/greenhouserasp/raspberriesgh.htm)

ATTRA Strawberries: Organic and IPM Options (includes section on greenhouse production)

[www.attra.org/attra-pub/strawberry.html#greenhouse](http://www.attra.org/attra-pub/strawberry.html#greenhouse)

Hydrofarm Gardening Products – strawberries  
[www.hydrofarm.com/articles/strawberries.php](http://www.hydrofarm.com/articles/strawberries.php)

## **Greenhouse and Nursery Waste Water Management:**

Green Industry Knowledge Center or Water and Nutrient Management and Conservation in Greenhouse and Nursery Production  
[www.waternut.org/](http://www.waternut.org/)

Best Management Practices: A Guide for Producing Nursery Crops (available for sale through SNA)  
[www.sna.org/forms/SNAProductOrderForm.pdf](http://www.sna.org/forms/SNAProductOrderForm.pdf)

Texas A&M Green Industry Water Conservation Project  
<http://aggie-horticulture.tamu.edu/greenhouse/twdb/index.html>

North Carolina State University Cultural Practices for Nurseries  
[www.ces.ncsu.edu/depts/hort/nursery/cultural/](http://www.ces.ncsu.edu/depts/hort/nursery/cultural/)

North Carolina State University Water Quality and Waste Management Publications  
[www.bae.ncsu.edu/programs/extension/publicat/wqwm/water.html](http://www.bae.ncsu.edu/programs/extension/publicat/wqwm/water.html)

University of Maryland - Nutrient Management Homepage for the Green Industry  
[www.nursery.umd.edu/nutrient.html](http://www.nursery.umd.edu/nutrient.html)

University of Florida/IFAS Greenhouse and Nursery Production Practices  
[http://extension.ifas.ufl.edu/agriculture/nursery\\_and\\_greenhouse/production\\_practices.html](http://extension.ifas.ufl.edu/agriculture/nursery_and_greenhouse/production_practices.html)

Oklahoma State University Water Quality Handbook for Nurseries  
<http://pods.dasnr.okstate.edu/docushare/dsweb/Get/Document-2236/e-951.pdf>

## **Other Extension and Educational Sites:**

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

University of Georgia Extension Publications  
[www.caes.uga.edu/publications/subject\\_list.html#Horticulture](http://www.caes.uga.edu/publications/subject_list.html#Horticulture)

Auburn Horticulture Extension Horticulture Web page  
[www.aces.edu/pubs/docs/indexes/anrho.php](http://www.aces.edu/pubs/docs/indexes/anrho.php)

Oklahoma Cooperative Extension Service Publications Library – Horticulture  
<http://pods.dasnr.okstate.edu/docushare/dsweb/View/Collection-215>

The University of Florida/Institute of Food and Agriculture Science (IFAS) - Extension Nursery and Greenhouse  
[http://extension.ifas.ufl.edu/agriculture/nursery\\_and\\_greenhouse/](http://extension.ifas.ufl.edu/agriculture/nursery_and_greenhouse/)

The University of Tennessee, Knoxville, Department of Plant Sciences – Commercial Horticulture Publications  
[www.utextension.utk.edu/publications/horticulture/default.asp](http://www.utextension.utk.edu/publications/horticulture/default.asp)

Rutgers Horticultural Engineering Page  
[aesop.rutgers.edu/~horteng/](http://aesop.rutgers.edu/~horteng/)

Missouri Alternative Crops Center  
[agebb.missouri.edu/mac/](http://agebb.missouri.edu/mac/)

British Columbia Ministry of Agriculture  
[www.agf.gov.bc.ca/indcomp/](http://www.agf.gov.bc.ca/indcomp/)

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

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

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

## **Resources for Pest Control**

### **Biological Control:**

For a more inclusive list of links on pest control, visit the Hampton Roads AREC: The Digital Nursery Workshop: Using Internet Resources for Integrated Pest Management  
[www.vaes.org.vt.edu/HRAREC/workshop/workshop.htm](http://www.vaes.org.vt.edu/HRAREC/workshop/workshop.htm)

### **Insect Information:**

Virginia Pest Management Guide  
[pubs.ext.vt.edu/456/456-017/456-017.html](http://pubs.ext.vt.edu/456/456-017/456-017.html)

Virginia Tech Insect Identification Laboratory Home Page with links to color photos for insect identification and factsheets  
[www.idlab.ento.vt.edu/IDLab/idlist.html](http://www.idlab.ento.vt.edu/IDLab/idlist.html)

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

North Carolina State University Publication: "Insect and Related Pests of Flowers and Foliage Plants"  
<http://ipm.ncsu.edu/AG136/ncstate.html>

North Carolina State University Publication: "Insect and Related Pests of Shrubs"  
<http://ipm.ncsu.edu/AG189/html/>

Southern Region IPM Center – resources for Ornamentals  
<http://cipmtest.ent.ncsu.edu/sripmc/searchoutput.cfm?item=ornamental>

Iowa State Entomology Index of Internet Resources  
[www.ent.iastate.edu/List/](http://www.ent.iastate.edu/List/)

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

### **Disease Information:**

Virginia Tech Plant Disease Clinic and Nematode Assay Lab  
[oak.ppws.vt.edu/~clinic/](http://oak.ppws.vt.edu/~clinic/)

Pennsylvania State University Plant Disease Fact Sheets  
[www.ppath.cas.psu.edu/EXTENSION/PLANT\\_DISEASE/](http://www.ppath.cas.psu.edu/EXTENSION/PLANT_DISEASE/)

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

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

### **Weed Control:**

USDA - Noxious weeds in the U.S. and Canada invader.  
[dbs.umt.edu/Noxious\\_Weeds/](http://dbs.umt.edu/Noxious_Weeds/)

Virginia Tech Weed Identification Guide  
[www.ppws.vt.edu/weedindex.htm](http://www.ppws.vt.edu/weedindex.htm)

North Carolina State University - Greenhouse Weed Control  
[www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL570.pdf](http://www.ces.ncsu.edu/depts/hort/floriculture/hils/HIL570.pdf)

North Carolina State University Weed Information  
[www.weedscience.ncsu.edu/noncropland/](http://www.weedscience.ncsu.edu/noncropland/)

North Carolina State University – Postemergence, Non-Selective Herbicides for Landscapes and Nurseries  
[www.ces.ncsu.edu/depts/hort/hil/hil-648.html](http://www.ces.ncsu.edu/depts/hort/hil/hil-648.html)

University of Georgia: Turfgrass Weed Management  
[www.commodities.caes.uga.edu/turfgrass/georgiaturf/WeedMngt/](http://www.commodities.caes.uga.edu/turfgrass/georgiaturf/WeedMngt/)

## **Integrated Pest Management (IPM)**

### **Web sites:**

Hampton Roads AREC: The Digital Nursery Workshop: Using Internet Resources for Integrated Pest Management  
[www.vaes.org.vt.edu/HRAREC/workshop/workshop.htm](http://www.vaes.org.vt.edu/HRAREC/workshop/workshop.htm)

University of California - Davis - Pest Management Guidelines (descriptions of insect and disease problems on floricultural crops with emphasis on identification and cultural control)  
[www.ipm.ucdavis.edu/PMG/selectnewpest.floriculture.html](http://www.ipm.ucdavis.edu/PMG/selectnewpest.floriculture.html)

Cornell University: Biological Control: A Guide to Natural Enemies in North America  
[www.nysaes.cornell.edu:80/ent/biocontrol/index.html](http://www.nysaes.cornell.edu:80/ent/biocontrol/index.html)

Integrated Pest Management - University of Maryland  
[www.mdipm.umd.edu/](http://www.mdipm.umd.edu/)

North Carolina State University - Biological Control Virtual Information Center  
<http://cipm.ncsu.edu/ent/biocontrol/>

Consortium for International Crop Protection - Outstanding IPM-Related Sites  
<http://ipmnet.org/cicp/outstanding-resources/ipm.html>

State IPM Coordinators and Websites  
[www.ipminstitute.org/Fed\\_Agency\\_Resources/IPM\\_Coordinator\\_Directory.htm](http://www.ipminstitute.org/Fed_Agency_Resources/IPM_Coordinator_Directory.htm)

### **Pesticide Use and Safety:**

Virginia Tech Office of Pesticide Programs  
[www.vtpp.ext.vt.edu/](http://www.vtpp.ext.vt.edu/)

Virginia Tech: Pesticide Applicator Certification: An Overview  
[www.vtpp.ext.vt.edu/index.php/html/main/applicator\\_overview.html](http://www.vtpp.ext.vt.edu/index.php/html/main/applicator_overview.html)

Virginia Tech: Laws Affecting Pesticide Use in Virginia  
[www.vtpp.ext.vt.edu/index.php/html/main/lawsandregs.html](http://www.vtpp.ext.vt.edu/index.php/html/main/lawsandregs.html)

## **Partial List of Suppliers of IPM/ Biological Control Products:**

*Suppliers of Beneficial Organisms in North America* is a publication of California EPA's Department of Pesticide Regulation. It lists 143 commercial suppliers of 130 beneficial organisms used for biological control. Suppliers are located in Canada, Mexico, and the United States. This book is no longer available in print. The 32-page book can be viewed or downloaded from this site: [www.cdpr.ca.gov/docs/ipminov/bensuppl.htm](http://www.cdpr.ca.gov/docs/ipminov/bensuppl.htm)

Arizona Biological Control, Inc., P.O. Box 8910, Tucson, AZ, 85738-0910; Tel: (520) 825-9785; Fax: (520) 825-2038; [www.arbico-organics.com/](http://www.arbico-organics.com/)

The Beneficial Insectary, 9664 Tanqueray Ct., Redding, CA 96003; Tel: (530) 226-6300 or (800) 477-3715; Fax: (530) 226-6310 or (888) 472-0708  
[www.theinsectary.com/](http://www.theinsectary.com/)

IPM Laboratories, Inc. PO Box 300 Locke, NY 13092-0300; Tel: (315) 497-2063; Fax (315) 497-3129  
[www.ipmlabs.com/](http://www.ipmlabs.com/)

Koppert Biological Systems, Inc. - USA , Beverly Road 28465, Romulus, MI 48174; Tel: (800) 928-8827; Fax: (734) 641-3793; [www.koppert.nl/e005.shtml](http://www.koppert.nl/e005.shtml)

## **Educational/Professional Organizations:**

### **Floriculture:**

Virginia Flower Growers Association, P.O. Box 10074, Blacksburg, VA 24062; Tel: (540) 231-6820; Fax: (540) 231-3083; [www.hort.vt.edu/Floriculture/VFGA/index.html](http://www.hort.vt.edu/Floriculture/VFGA/index.html)

Ohio Florists' Association, 2130 Stella Court, Suite 200, Columbus, OH 43215-1033; Tel: (614) 487-1117; Fax: (614) 487-1216; [www.ofa.org/](http://www.ofa.org/)

The Society of American Florists, 1601 Duke Street, Alexandria, VA 22306; Tel: (703) 836-8700; Fax: (703) 836-8705; [www.safnow.org/](http://www.safnow.org/)

Perennial Plant Association, 3383 Schirtzinger Rd., Hilliard, OH 43026; Tel: (614) 771-8431; Fax: (614) 876-5238; [www.perennialplant.org/](http://www.perennialplant.org/)

Maryland Greenhouse Grower's Association, P.O. Box 1262, Beltsville, MD 20704-1262; Tel: (301) 937-4166  
[www.mdgga.org/](http://www.mdgga.org/)

North Carolina Flower Growers Association, P.O. Box 58220, Raleigh, NC 27658; Tel: (919) 334-0093; Fax: (919) 877-0940  
[www.nccfga.org/](http://www.nccfga.org/)

Association of Specialty Cut Flower Growers, M.P.O. Box 268, 17 1/2 W. College St., Oberlin, OH 44074; Tel: (440) 774-2887; Fax: (440) 774-2435  
[www.ascfg.org/](http://www.ascfg.org/)

International Herb Association, P.O. Box 5667, Jacksonville, FL 32247-5667; [www.iherb.org/](http://www.iherb.org/)

Herb Growing and Marketing Network, P.O. Box 245, Silver Spring, PA 17575-0245; Tel: (717) 393-3295; Fax: (717) 393-9261  
[www.herbnet.com/](http://www.herbnet.com/)

The Herb Society of America, 9019 Kirtland Chardon Rd, Kirtland, Ohio 44094; Tel: (440) 256-0514; Fax: (440) 256-0541  
[www.herbsociety.org/](http://www.herbsociety.org/)

### **Nursery:**

Virginia Nursery and Landscape Association, 383 Coal Hollow Road, Christiansburg, VA 24073-9211; Tel: (540) 382-0943, (800) 476-0055; Fax: (540) 382-2716; [www.vnla.org/](http://www.vnla.org/)

American Nursery and Landscape Association, 1000 Vermont Ave. NW, Suite 300, Washington, DC 20005-4914; Tel: (202) 789-2900; Fax: (202) 789-1893  
[www.anla.org/](http://www.anla.org/)

North Carolina Association of Nurserymen, 968 Trinity Road, Raleigh, NC 27607; Tel: (919) 816-9119; Fax: (919) 816-9118; [www.ncan.com/](http://www.ncan.com/)

Southern Nursery Association, 2498 Jett Ferry Road, Suite 201, Atlanta, GA 30338; Tel: (770) 953-3311; Fax: (770) 953-4411  
[www.sna.org/](http://www.sna.org/)

International Plant Propagators' Society, 4 Hawthorn Court, Carlisle, PA 17015-7930; Tel: (717) 243-7685; Fax: (717) 243-7691; [www.ipps.org/](http://www.ipps.org/)

California Association of Nurserymen, 3947 Lennane Drive, Suite 150, Sacramento, CA 95834-1973; Tel: (916) 928-3900, (800) 748.6214; Fax: (916) 567-0505  
[www.cangc.org/](http://www.cangc.org/)

Florida Nursery, Growers & Landscape Association (FNGLA), 1533 Park Center Drive, Orlando. FL 32835-5705; Tel: (407) 295-7994; Fax: (407) 295-1619  
[www.fn gla.org/](http://www.fn gla.org/)

Louisiana Nursery Association, 444 Fox Trot Drive, Mansfield, LA 71052; Tel: (318) 872-4677; Fax: (318) 872-4677; [www.lnla.org/](http://www.lnla.org/)

New England Nursery Association, 8-D Pleasant Street, South Natick, MA 01760; Tel: (508) 653-3112; Fax: (508) 653-4112; [www.nensyassn.org/](http://www.nensyassn.org/)

Ohio Nursery and Landscape Association, 72 Dorchester Square, Westerville, Ohio 43081-3350; Tel: (800) 825-5062; Fax: (800) 860-1713; [www.onla.org/](http://www.onla.org/)

Pennsylvania Landscape and Nursery Association, 1707 South Cameron Street, Harrisburg, PA 17104-3148; Tel: (717) 238-1673; Fax: (717) 238-1675  
[www.plna.com/](http://www.plna.com/)

### **Specialty:**

Online Gardener – Internet gardening guides and info; also provides state-of-the-art website design, development and hosting services to companies and organizations in the horticulture industry; [www.onlinegardener.com/](http://www.onlinegardener.com/)

Thomas Jefferson Center for Historic Plants, Monticello, P.O. Box 217, Charlottesville, VA 22902; Tel: (434) 984-9822; Fax (434) 977-6140; [www.monticello.org/chpl/index.html#chparticles](http://www.monticello.org/chpl/index.html#chparticles)

Wildseed Farms (wildflower seed, etc.), 100 Legacy Drive, P.O. Box 3000, Fredericksburg, TX 78624; Tel: (800) 848-0078; Fax: (830) 990-8090; [www.wildseed-farms.com/](http://www.wildseed-farms.com/)

Lady Bird Johnson Wildflower Center (native wildflowers, plants and landscapes), 4801 La Crosse Avenue, Austin, TX 78739; Tel: (512) 232-0100; [www.wildflower.org/](http://www.wildflower.org/)

American Orchid Society, 16700 AOS Lane, Delray Beach, FL 33446-4351; Tel: (561) 404-2000; [www.orchidweb.org](http://www.orchidweb.org)

International Society for Arboriculture, P.O. Box 3129, Champaign, IL 61826; (217) 355-9411; [www.isa-arbor.com/](http://www.isa-arbor.com/)

Professional Landcare Network (Associated Associated Landscape Contractors of America (ALCA) merged with the Professional Lawn Care Association of America (PLCAA), 950 Herndon Parkway, Suite 450, Herndon, Virginia 20170; Tel: (703) 736-9666, (800) 395-2522; Fax: (703) 736-9668; [www.landcare-network.org/cms/home.html](http://www.landcare-network.org/cms/home.html)

American Public Gardens Association, 100 West 10th Street, Suite 614 Wilmington, DE 19801; Tel: (302) 655-7100; Fax: (302) 655-8100; [www.publicgardens.org/](http://www.publicgardens.org/)

American Society of Landscape Architects, 636 Eye Street, NW, Washington, DC 20001-3736; Tel: (202)

898-2444, (888) 999-ASLA (2752); Fax: (202) 898-1185; [www.asla.org/](http://www.asla.org/)

### **Trade Shows/Educational Programs:**

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

Mid-Atlantic Nursery Trade Show, Inc.: held in January in Baltimore; contact: MANTS, P.O. Box 818, Brooklandville, MD 21022; Tel: (410) 296-6959, (800) 431-0066; Fax: (410) 296-8288; [www.mants.com/](http://www.mants.com/)

Green & Growin' Trade Show: held in January in Greensboro NC; contact: NCAN, 968 Trinity Rd, Raleigh, NC 27607; Tel: (919) 816-9119; Fax: (919) 816-9118; [www.ncan.com/](http://www.ncan.com/)

Mid-Atlantic Horticulture Short Course: held in January in Virginia Beach; contact: MAHSC, P.O. Box 64446, Virginia Beach, VA 23467; Tel: (757) 523-4734; Fax: (757) 366-9604; [www.mahsc.org/index.htm](http://www.mahsc.org/index.htm)

Southeast Greenhouse Conference: held in June in Greenville, SC; contact SGC - an OFA managed event, 2130 Stella Court, Columbus, OH 43215; Tel: (614) 487-1117; Fax: (614) 487-1216; [www.sgcts.org/](http://www.sgcts.org/)

Ohio Floriculture Short Course; held in July in Columbus, OH; contact: Ohio Floriculture Association, 2130 Stella Court, Suite 200, Columbus, OH 43215-1033; Tel: (614) 487-1117; Fax: (614) 487-1216; [www.ofa.org/](http://www.ofa.org/)

Southern Nursery Association Conference and Trade Show: held in February in Atlanta; contact: Southern Nursery Association, 2498 Jett Ferry Road, Suite 201, Atlanta, GA 30338; Tel: (770) 953-3311; Fax: (770) 953-4411; [www.sna.org/](http://www.sna.org/)

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

Many of the industry trade magazines are available free of charge to commercial operations. They provide a wealth of applied information. Most of these website also offer e-newsletters for different industry segments, as well as archives of their publications.

GMPRO – Greenhouse Production & Management, NMPRO – Nursery Production & Management, GCP&S – Garden Center Products & Supplies, *Garden Center Magazine, and Selling Elegance*; Branch-Smith Publishing, 120 St. Louis Ave., Fort Worth, TX 76104; Tel: (800) 434-6776; [www.greenbeampro.com/](http://www.greenbeampro.com/)

*Greenhouse Grower*, Meister Publishing Company, 37733 Euclid Ave., Willoughby, OH 44094-5992; Tel: (440) 942-2000; [www.greenhousegrower.com/](http://www.greenhousegrower.com/)

*Green Industry Search* (10-20 Media, formerly Green Industry Yellow Pages), 16005 Frederick Rd, Woodbine, MD 21797; Tel: (888) 999-5133; [www.giyp.com/](http://www.giyp.com/)

*Greenhouse Product News*, Scranton Gillette Communications, 3030 W. Salt Creek Lane, Suite 201, Arlington Heights, Illinois 60005-5025; Tel: (847) 391-1000; Fax: (847) 390-0408; [www.gpnmag.com/](http://www.gpnmag.com/)

*Grower Talks and Green Profit*, Ball Publishing, 622 Town Road, P.O. Box 1660, West Chicago, IL 60186; Tel: (630) 231-3675, (888) 888-0013; Fax: (630) 231-5254; [www.growertalks.com/](http://www.growertalks.com/)

*American Nurseryman* magazine, also a source for many books, videos and software, American Nurseryman Publishing Co., 223 W. Jackson Blvd., Suite 500, Chicago, IL 60606-6904; Tel: (312) 427-7339, (800) 621-5727; [www.amerinnursery.com/](http://www.amerinnursery.com/)

*SNA Research Conference Proceedings*, Southern Nursery Association, 2498 Jett Ferry Road, Suite 201, Atlanta, GA 30338; Tel: (770) 953-3311; Fax: (770) 953-4411; [www.sna.org/researchproceedings.cfm](http://www.sna.org/researchproceedings.cfm)

*Online Nursery Guide*, published by Oregon Association of Nurseries, 29751 SW Town Center Loop W., Wilsonville, OR 97070; Tel: (800) 342.6401, (503) 682-5089; Fax: (503) 682-5099; [www.nurseryguide.com/](http://www.nurseryguide.com/)

*Journal of Environmental Horticulture*, published by American Nursery and Landscape Association, 1000 Vermont Ave. NW, Suite 300, Washington, DC 20005-4914; Tel: (202) 789-2900; Fax: (202) 789-1893; [www.waternut.org/jeh/search.php](http://www.waternut.org/jeh/search.php)

*Country Folks Grower Magazine*, Lee Publications, Inc., P.O. Box 121, 6113 St. Hwy 5, Palantine Bridge, NY 13428; Tel: (518) 673-3237; [www.cfgrower.com/](http://www.cfgrower.com/)

## Reference Books of Interest to Commercial Growers:

*VFGA's Greenhouse Operator's Training Manual*. A 300-page manual covering greenhouse structures and environment, basic botany, plant growth and develop-

ment, plant propagation, water quality, plant nutrition, plant growth regulation, entomology, plant pathology, pesticides, the Hazard Communication Standard, greenhouse safety and emergency procedures and business skills. Available from: Virginia Flower Growers Association, P.O. Box 10074, Blacksburg, VA 24062; (540) 231-6820; Fax (540) 231-3083; [www.hort.vt.edu/Floriculture/VFGA/index.html](http://www.hort.vt.edu/Floriculture/VFGA/index.html)

*Pansy Production Handbook: A Production Guide for the Southern Grower*. 2000. B.E. Whipker, P.A. Thomas, and T.J. Cavins (eds.). Available from: North Carolina Flower Growers Association, P.O. Box 58220, Raleigh, NC 27658; Tel: (919) 334-0093; Fax: 919.877.0940 [www.nccfga.org/](http://www.nccfga.org/)

*IPM for Bedding Plants: A Scouting and Pest Management Guide*. 2000. Published by the New York State IPM Program at Cornell University, Ithaca, NY 14853; downloadable at: [www.nysipm.cornell.edu/publications/bpguide99/](http://www.nysipm.cornell.edu/publications/bpguide99/)

Ball Publishing, NOTE: Ball Publishing ceased operation in 2009; these reference books are listed with ISBN numbers to assist you in finding them elsewhere. [www.ballbookshelf.com/](http://www.ballbookshelf.com/)

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

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

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

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

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

*Ball RedBook, Volume 1: Greenhouses and Equipment* (Ball Red Book, 17th edition). 2003. Chris Beytes (Editor). Ball Publishing. ISBN 1883052343

*Ball RedBook, Volume 2: Crop Production* (Ball Red Book, 17th edition). 2003. Debbie Hamrick (Editor). Ball Publishing. ISBN 1883052351

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



- Pests & Diseases of Herbaceous Perennials: The Biological Approach. 2<sup>nd</sup> Edition.* 2006. Stanton Gill, Raymond Cloyd, David Clement, and Ethel Dutky. Ball Publishing. ISBN 1883052505
- Perennial Solutions: A Grower's Guide to Perennial Production.* 2006. Paul Pilon. Ball Publishing. ISBN 1883052475
- Herbaceous Perennial Plants: A Treatise on their Identification, Culture, and Garden Attributes - Third Edition.* 2008. Allan M. Armitage. Stipes Pub Llc. ISBN 158874776X
- Grower Talks on Plugs II.* 1996. Debbie Hamrick. Ball Publishing.
- Holland Bulb Forcer's Guide, 5th edition.* 1996. August A. De Hertogh. Ball Publishing. ASIN: B000KY08VW
- Geraniums IV.* 1993. John W. White. Ball Publishing. ISBN 0962679658
- New Guinea Impatiens.* 1995. Warren Banner and Michael Klopmeier. Ball Publishing. ISBN 1883052076
- Bedding Plants IV, A Manual on the Culture of Bedding Plants as a Greenhouse Crop.* 1994. E. Jay Holcomb. Sponsored by Pennsylvania Flower Growers. Ball Publishing. ISBN 188305205X
- Floriculture Principles and Species, 2<sup>nd</sup> Edition.* 2004. John Dole and Harold Wilkins. Prentice Hall. ISBN: 0130462500.
- Field Grown Cut Flowers: A Practical Guide and Sourcebook.* 1997. Alan Stevens. Avatar's World. ISBN 096530650X
- Greenhouse Operation and Management, 6<sup>th</sup> edition.* 2003. Paul Nelson. Prentice Hall. ISBN 0130105775
- Introduction to Floriculture, 2nd edition.* 1992. Roy A. Larson. Academic Press. ISBN 0124376517
- The Ecke Poinsettia Manual.* 2004. Paul Ecke III, James E. Faust, Andy Higgins, and Jack Williams. Ball Publishing. ISBN 1883052416
- Production of Florist Azaleas (Growers Handbook Series).* 2003. Roy A. Larson and Allan M. Armitage. Timber Press. ISBN 0881922307
- The Peony.* 1993. Alice Harding and Roy G. Klehm. Timber Press. ISBN 0881922749
- Specialty Cut Flowers: The Production of Annuals, Perennials, Bulbs and Woody Plants for Fresh and Dried Cut Flowers.* 2003. Allan M. Armitage and Judy M. Laushman. Timber Press. ISBN 0881925799
- Compendium of Flowering Potted Plant Diseases.* 1995. Margery L. Daughtrey, Robert L. Wick, and Joseph Peterson. APS Press. ISBN 0890542023
- Compendium of Rose Diseases.* 1983. R. K. Horst. APS Press. ISBN 0890542027
- Foliage Plant Diseases - Diagnosis and Control.* 1997. A.R. Chase. APS Press. ISBN 0890541795
- Managing Diseases in Greenhouse Crops.* 1992. William R. Jarvis. APS Press. ISBN 0890541221
- Publications from NRAES (Natural Resource, Agriculture and Engineering Service); may be ordered through your local Extension office or get book details and ordering information at [www.nraes.org/](http://www.nraes.org/)
- Enhancing Profitability in Greenhouse Firms.* NRAES-164. 2005. Charles Hall (editor). ISBN: 0935817956
- Greenhouse Engineering.* NRAES-33. 1994. John W. Bartok, Jr. and Robert A. Aldrich. ISBN: 0935817573
- Energy Conservation for Commercial Greenhouses.* NRAES-3. 2001. John W. Bartok, Jr. ISBN: 0935817743
- Greenhouses for Homeowners and Gardeners.* NRAES-137. 2000. John W. Bartok., Jr. ISBN: 0935817514
- Greenhouse Systems: Automation, Culture, and Environment.* NRAES-72. 1994. Dr. Gene A. Giacomelli and Dr. K.C. Ting (organizers). ASIN: B000WAYFAY
- Water and Nutrient Management for Greenhouses.* NRAES-56. 1996. Thomas C. Weiler and Marty Sailus (editors). ASIN: B0006QIEQK
- Diseases of Floral Crops, Vol. 1&2.* 1985. David L. Strider. Praeger Publishers, 521 Fifth Ave. New York, NY 10175. ISBN 0030029295
- Poinsettias, New England Integrated Pest Management Scouting Guide.* 1997. Leanne Pundt. University of Connecticut, Office of Communications, U-35, 1376 Storrs Rd., Storrs, CT 06269-4035.

*Fundamentals of Pesticides, A Self-Instruction Guide 3rd edition*, 1991. George W. Ware. Thomson Publications, P.O. Box 9335, Fresno, CA 93791. ISBN 0913702358

*The Greenhouse Environment: The Effect of Environmental Factors on Flower Crops*. 1977. W. J. Mastalerz. John Wiley and Sons, Inc., New York, NY 10016. ISBN 0471576069

*Greenhouses-Advanced Technology for Protected Horticulture*. 1997. Joe J. Hanan. CRC Press, 2000 Corporate Blvd., N.W., Boca Raton, FL 33431. ISBN 0849316987

*Greenhouse Management: A Guide to Structures, Environmental Control, Materials Handling, Crop Programming and Business Analysis*. 3rd edition. 1990. Robert W. Langhans. Halcyon Press of Ithaca, 111 Halcyon Hill Road, Ithaca, NY 14850. ISBN 0960400621

*A Guide to Insects and Related Pests of Floricultural Crops in New England*. A.G. Gentile and Donna T. Scanlon. Revised by Tina M. Smith, 1992. Draper Hall, University of Massachusetts, Amherst, MA 01003.

*The Physiology of Flower Bulbs*. 1993. Elsevier Science Publishers, B.V. Molenwerf 1, P.O. Box 211, 1000 AE Amsterdam, The Netherlands. ISBN 0444874984

*The Biology of Glasshouse Pests and Their Natural Enemies-Knowing and Recognizing*. M. Malais and W.J. Ravensberg. 1992. Koppert Biological Systems, P.O. Box 155, 2650 AD Berkel In Rodenrijs, The Netherlands.

*Biological Pest Management for Interior Plantscapes, 2nd edition*. 1987. Marilyn Y. Steiner. Alberta Public Affairs Bureau, Publications Services, 11510 Kingway Avenue, Edmonton AB Canada T5G 2Y5. ISBN: 0919975127

*Insects That Feed on Trees and Shrubs*. 1991. Warren T. Johnson and Howard H. Lyon. Cornell University Press, Sage House, 512 East State Street, Ithaca, NY 14850. ISBN 0801426022

*Manual of Woody Landscape Plants, 5th edition*. Michael A. Dirr. 1998. Stipes Publishing Co., P.O. Box 526, Champaign, IL 61824. ISBN 0875638007

*Plant Production in Containers*. Carl E. Whitcomb. 2nd revised edition. 2003. Lacebark Publications Inc., Rt. 5, Box 174, Stillwater, OK 74074. ASIN: B000UBW1BA

*Establishment and Maintenance of Landscape Plants II*. Carl E. Whitcomb. 2006. Lacebark Publications Inc., Rt. 5, Box 174, Stillwater, OK 74074. ISBN 0961310979

*Growing & Propagating Showy Native Woody Plants*. 1992. Richard E. Bir, University of North Carolina Press, P.O. Box 2288, Chapel Hill, N.C. 27515-2288. ISBN 0807843660

*The Reference Manual of Woody Plant Propagation: from Seed to Tissue Culture*. 1987. Michael A. Dirr and Charles W. Heuser, Jr. Varsity Press Inc., P.O. Box 6301, Athens, GA 30604. ISBN 0942375009

*Western Fertilizer Handbook; Second Horticulture Edition*. 1997. Prentice Hall. ISBN 0813431468

Originally prepared by Joyce G. Latimer, Extension Specialist, Greenhouse Crops; and Gregory K. Eaton, Extension Specialist, Nursery and Landscape; Virginia Tech