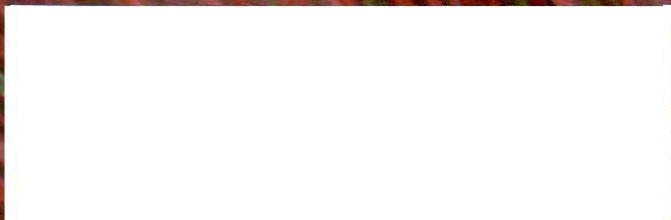


DECEMBER 2009

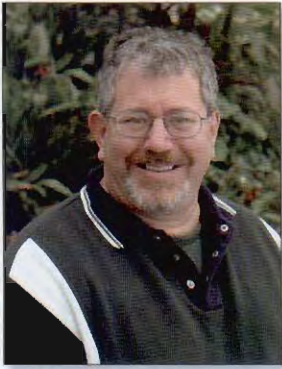
WISHING
YOU
A PEACEFUL
HOLIDAY
SEASON
AND A
PROFITABLE
NEW YEAR!



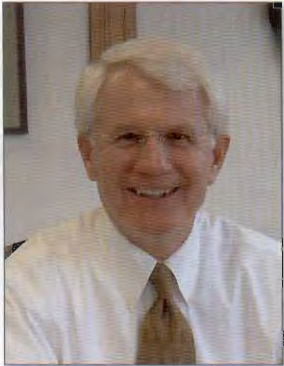
PACIFIC COAST NURSERYMAN
AND GARDEN SUPPLY DEALER



Montana Industry Anticipates Missoula Expo, January 6-8



Dan Heims



Bob Dolibois

The Montana Green Expo moves to Missoula in 2010, with over 80 exhibitors signed up and a packed seminar schedule planned for the Expo's three-day run. The University of Montana University Center will host all conference and tradeshow activities, while the social events take place at the Doubletree Missoula Edgewater Hotel. Sponsored by the Montana Nursery and Landscape Association, the Expo is slated for Wednesday, January 6 through Friday, January 8. The trade show runs 12:30 p.m. to 5:00 p.m. on Thursday and then 10:00 a.m. to 2:00 p.m. on Friday. The three-day slate of seminars offers pesticide applicator and arborist Continuing Education Credits for specific sessions.

A full schedule of social events is included in the Expo agenda, including the Exhibitor Welcome Reception Wednesday, Thursday's annual MNLA Membership Meeting and Lunch, and the MNLA Banquet and Awards Ceremony Thursday night at the Doubletree.

Seminars in three tracks begin Wednesday. Concurrent sessions in Business & Finance, Growers & Plant Materials, and Landscaping, Maintenance, Pest Management & Green Solutions run throughout the conference. A series of keynote talks highlights the Wednesday/Thursday schedule. Dan Heims of Terra Nova Nursery in Canby, Oregon, takes the podium first, with "Right Plant, Right Place – Plant Solutions for Problem Areas," and then "How Dry I Am – Dryscaping with Dan." The first concurrent sessions are 10:15 to 11:15 a.m., with "You Can Take This 'Green' to the Bank," "Managing Trees, Shrubs and Sports Turf in Montana and Wyoming," and "Plant Disease and Identification in Montana and the MSU Urban IPM Program." After Heims' second keynote at 11:30 a.m. and lunch, concurrent sessions continue from 1:30 to 2:30 p.m. with "Marketing in a Difficult Economy: How to Manage Your Customer Base and Marketing Investments," "Using Plant/People Relationships to Market Your Products and Services," and "Incorporating Fire Wise Landscaping Into Your Landscape Project and Business Plan."

Wednesday afternoon's keynote provides a "National Update on the Green Industry" from American Nursery & Landscape Association (ANLA) executive director Robert Dolibois. The last Wednesday session offers: "Harnessing the Power of the Internet to Grow Your Nursery and Landscape Business," "The Role of Nurseries in Providing Native Riparian Plants to Improve and Maintain Water Quality," and "Ponds & Watersheds, a Dynamic Duo." The IPM Pest Management (IPM) Certification Course, Part IV "IPM in Practice," takes place late Wednesday afternoon.

A traditional Breakfast of Champions starts off Thursday's busy schedule, followed by concurrent sessions from 9:15 to 10:15 a.m.: "Financial Solutions for Nursery & Landscape Business Owners," "Beyond Sagebrush and Bunchgrass: The Growing Market for Native Plants," and "How Green is Green Enough?" A mandatory Exhibitor Meeting takes place at 10:15 a.m. Bob Dolibois will deliver another keynote address, "Sustainability in the Green Industry – Good News?" The MNLA Annual Membership Meeting and Lunch rounds out the Thursday morning agenda.

The Expo trade show opens from 12:00 to 5:00 p.m. Thursday afternoon, with exhibitor and special demos from 2:30 to 5:00 p.m. and an exhibitor-sponsored reception from 5:00 to 5:45 p.m. before MNLA's Annual Banquet & Awards Ceremony at the Doubletree Edgewater.

Friday's 8:00 to 9:00 a.m. seminars include: "Advanced Strategies for Lawsuit Protection, Tax Reduction, and Estate Planning," "Enlivening Soil: The Importance of Microbiology in Solving Soil Related Challenges," and "Conservation Gardening: Landscaping with Montana Native Plants." The 9:15 to 10:15 sessions offer: "Great Green Ideas," "From Brand New to You," and "Bringing the Outback to the Backyard: Integrating Native Plants into our Cultural Landscape."